

The **CHEMIST AND DRUGGIST**

For Retailer, Wholesaler and Manufacturer

APRIL 28 1962

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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 177

April 28, 1962

No. 4289

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Cumulative price list (home copies only): loose supplement.*

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

MORGAN BROTHERS (PUBLISHERS), LTD. 1962

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.
LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.
WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
Phone: Wolverhampton 52301.

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The CHEMIST AND DRUGGIST

Volume 177

APRIL 28, 1962

No. 4289

A Revised N.H.S. Notice CHARGES FOR DRUGS AND APPLIANCES

DIFFERENT strengths of the same drug in tablet or capsule form ordered as separate prescriptions at the same time will only incur one 2s. charge under the National Health Service as from May 1, according to an announcement by the Ministry of Health.

In order to clarify the new position regarding the number of charges payable by patients when certain items are dispensed in more than one container, or where a drug is supplied in different strengths on one occasion, or when articles are supplied which form part of a set of apparatus, the Ministry of Health has issued a notice ECN394. Part I of the appendix of which gives examples of orders for which one two-shilling charge is payable and includes a complete list of the appliances at present in the Drug Tariff which are made up of several articles. Part II gives examples for which two or more two-shilling charges are payable. Both Parts I and II show also for each order the number of prescriptions counted for payment according to the Drug Tariff. The revision in respect of tablets and capsules is included in Part I of the appendix. The complete details are given overleaf.

N.P.U. Executive

APPOINTMENT OF COMMITTEES

THE following appointments were made at a special meeting of the National Pharmaceutical Union Executive on April 16: *Chairman*: Mr. C. Orrell; *Vice-chairman*: Mr. C. H. Smith; *Treasurer*: Mr. W. J. Tristram. *Central National Health Service (Chemist Contractors) Committee*: Messrs. A. Aldington, E. A. Brocklehurst, H. B. Coulson, G. T. M. David, T. Heseltine, A. Howells, H. G. Moss (chairman), C. Orrell, W. T. Rees, C. H. Smith and H. Steinman. *Deputies*: Messrs. W. J. Tristram, J. O. Bond and C. Jacobs. The Company Chemists' Association, Ltd., is to be represented by Messrs. R. W. Gillham and D. E. Sparshott. The Co-operative Chemists' Union, Ltd., by Mr. H. Warburton. Mr. F. W. Adams is to attend all meetings of the Committee. *Accounts Committee*: Messrs. J. O. Bond, E. A. Brocklehurst, H. B. Coulson, J. E. Davey, T. Heseltine, A. Howells, J. Reed and W. J. Tristram (chairman). *Business Services Committee*: Messrs. A. Aldington (chairman), T. G. Anwyl, G. T. M. David, C. Jacobs, H. G. Moss, W. T.

Rees, H. Steinman and J. C. N. Wilford. *Marketing Policy Committee*: Messrs. A. Aldington, T. G. Anwyl, G. T. M. David (chairman), C. Jacobs, H. G. Moss, W. T. Rees, H. Steinman and J. C. N. Wilford. *Publications Committee*: Messrs. J. O. Bond (chairman), E. A. Brocklehurst, H. B. Coulson, J. E. Davey, T. Heseltine, A. Howells, J. Reed and W. J. Tristram. Mr. C. Orrell and Mr. C. H. Smith are *ex-officio* members of the subcommittees.

Factory Fire Precautions

A REVIEW BY A FIRE OFFICER

IN an address to the Central Metropolitan Group of the London Industrial Committee recently, Assistant Divisional Officer R. E. Whillock (London Fire Brigade), said that section 36(7) of the 1937 Factories Act called for a fire warning clearly audible throughout the building. The provision of hand-operated sounders presented little or no problem except that, where more than one was installed in a building, any one sounder must be heard throughout the building (relaying individual hand operated sounders from one section of the building to another was not permissible). In the majority of buildings a properly installed electrical fire alarm system designed in accordance with the appropriate British Standard was called for.

Cosmetic Chemists

INTERNATIONAL FEDERATION CONGRESS

THE praesidium of the International Federation of Societies of Cosmetic Chemists met in Barcelona on March 31. The Federation is an association of national societies of cosmetic chemists whose members include chemists, pharmacists and doctors and who discuss problems of the toilet goods industry on a scientific basis. It was decided to set up four study groups to deal with the following subjects: (i) Colours, vehicles and solvents; (ii) active ingredients; (iii) essential oils and fragrances;

(iv) preservatives and antioxidants. The chairmen of the national study groups are to form an international study group. The next international congress is to be held in London in July.

Glass Containers

RECORD SALES BY BRITISH MAKERS

WITH sales of 4,545 million glass bottles and jars during 1961, the glass container industry again increased sales to a record level. Taken over the period 1951 to 1961 sales have increased by 25 per cent, from 3,615 million units to 4,545 million units. 1961 was the third successive year in which existing sales records were broken.

Chromatography

SYMPOSIUM IN BRUSSELS

THE Belgian Society of Pharmaceutical Sciences is organising a second international symposium on chromatography in Brussels, on September 14-15. Both theoretical aspects and practical applications of the subject are being considered and a scientific exhibition is



PHENOMENAL PANCREAS: The largest beef pancreas gland ever to be received was recently delivered to the Wellcome Chemical Works, Dartford, Kent, for the manufacture of insulin. Three times the average size, it weighed 4 lb. 9 oz. and measured 17 in. long by 10 in. wide. It was taken from an animal of normal weight and appearance and contained sufficient insulin to meet the needs of an average diabetic patient for approximately four months.

being held concurrently. Official languages at the symposium are French, Dutch, English and German. Participants are invited to register before July 1 and those desirous of attending before August 1. Registration fee is 200 Belgian francs. Application forms are available from the Secretary, Société Belge des Sciences Pharmaceutiques, 11 rue Archimède, Brussels, 4, Belgium.

Wellcome Trust

BENEFACTIONS FOR MEDICAL RESEARCH

DURING the six months ended March 31, the Wellcome Trustees accepted applications for major grants to assist medical research and research into the history of medicine, totalling over £350,000. In addition to benefactions to institutions in the United Kingdom, benefits were also received by the Trinity College, Dublin, the Commonwealth of Australia, and the Dominion of Canada. The University of Vienna also received a grant. The Wellcome Trustees also announce a senior research fellowship in clinical science has been awarded to Edward Holmes Cooper, M.D., D.Phil., M.R.C.P., at present working in the Department of Medicine, St. Mary's Hospital Medical School, London, on problems relating to lymphoid tissue.

IRISH BREVITIES

THE NORTH

At a dinner party held by the executive committee of the Ulster Chemists' Association in Belfast, on April 11, Miss C. B. Abernethy, M.P.S.N.I., was presented with a silver tray by Mr. J. Paul (president) to mark her forthcoming marriage to Mr. A. S. G. Watson.

THE REPUBLIC

THE following have passed the April 1962 Pharmaceutical Assistant examination held by the Pharmaceutical Society of Ireland:—Bridget Cantwell; Bridget Collins; Hannah M. Collins; Sheila Costello; Pauline Cusack; William A. Dunne; Christina Hynes; Margaret Morrissey; Mary Somers; Patricia Vaughan and Mary Walley.

MESSRS. M. Costello, Dublin (a member of Council of the Pharmaceutical Society of Ireland); L. P. Pelly, Dublin, and Senator J. Teehan, Kilkenny, have been appointed members of the National Health Council for the period ending March 31, 1964.

THE special meeting of the Irish Pharmaceutical Medical Representatives' Association to consider the possibility of becoming affiliated to a trade union (see *C. & D.*, April 21, p. 433) has been postponed until May 11.

OVERSEAS NEWS

UNITED STATES

Pharmacy Student Shortage

THE transition from a four-year to a five-year programme accounted for most of a 19.5 per cent. decrease in the number of American pharmacy students in their last three years of training, according to a report by the American Association of Colleges of Pharmacy issued recently. The 1961-62 total was 10,955 students.

FRANCE

Ban on Drugs from Monaco

FRANCE has cancelled an agreement with Monaco which, it is expected, will make it impossible for pharmaceutical products manufactured in Monaco to get French import licences. When the agreement lapses in August, firms with a total turnover estimated at NF20 millions will be affected. It is understood that four large manufacturers are affected, including the subsidiary of Farbenfabriken Bayer, Leverkusen. The action is seen as a tightening of the screw by France in her attempt to persuade Monaco to adopt a system of direct taxation similar to the French, so as to eliminate the alleged unfairness of Monaco's present freedom from direct taxes.

TABLE OF N.H.S. CHARGES FOR PRESCRIPTIONS

Part I—ONE TWO-SHILLING CHARGE PAYABLE

Figures are of number of prescriptions

Liquids—extemporaneously dispensed and required by the prescriber to be supplied in more than one container

| | |
|----------------------------------------------|---|
| Garg. pot. chlorat. et phenol. 8 fl. oz. x 2 | 2 |
| Linct. pholcod. 6 fl. oz. x 3 | 3 |
| Lot. plumb. 10 fl. oz. x 2 | 2 |
| Mist. ammon. et ipecac. 8 fl. oz. x 3 | 3 |
| Narist. ephed. ½ fl. oz. x 2 | 2 |
| Gutt. sulphacetam. 110 m. x 2 | 2 |
| Sterile liquid paraffin 1 oz. x 4 | 1 |

Injections—

(a) *Different strengths of the same drug*

| | |
|-------------------------------------------------|---|
| Insulin 20 u./c.c., 40 u./c.c., 3 of each | 1 |
| Anti-cataract vaccine, set of 3 graduated doses | 1 |

(b) *Dispensed in powder form with solvent*

| | |
|--------------------------------------|---|
| Sireptomycin sulph. 1 gm. x 5 | 2 |
| Water for injection 2 mil x 5 | |
| Amps. digoxin ½ mgm. | 2 |
| Amps. normal saline 5 mil, 6 of each | |

(c) *Different types of one specific drug. Insulin*

| | |
|--------------------------------------|---|
| Insulin 40 u./c.c., 6 x 10 c.c. | 2 |
| P.Z. Insulin 40 u./c.c., 6 x 10 c.c. | |

Tablets, Capsules, etc.—different strengths of the same drug ordered as separate prescriptions at the same time

| | |
|-----------------------------------------------------|---|
| Sod. amylal caps. gr. 1, one three times daily, 60 | 2 |
| Sod. amylal caps. gr. 3, one at night, 20 | |
| Tab. phenindion. 50 mgm., one in morning, 30 | 2 |
| Tab. phenindion. 10 mgm., three at night, 90 | |
| Tab. phenindion. 50 mgm., one three times daily, 90 | 2 |
| Tab. phenindion. 10 mgm., one three times daily, 90 | |

Other drugs and appliances—

(a) (i) *Drops ordered with dropper*

| | |
|-----------------------------------------------|---|
| Ear or nasal drops | 2 |
| Eye drops (to be dispensed in dropper bottle) | 1 |

(ii) *Throat paint with brush*

| | |
|-------------------------|---|
| Pig. iod. co. ½ fl. oz. | 2 |
| Throat brush | |

(b) *Multiples of same appliance of same or differing size*

| | |
|--------------------------------------------------|---|
| Crêpe bandages, 2 x 3 in. | 1 |
| W.O.W. bandages, 1 x 1 in., 1 x 2 in., 1 x 3 in. | 1 |

Set of apparatus or dressings—

| | |
|---------------------|---|
| Atomiser | 1 |
| Colostomy apparatus | 1 |
| Douche | 1 |

| | |
|-------------------------------------|---|
| Hypodermic syringe | 1 |
| Smog mask | 1 |
| Multiple pack dressing, No. 1 | 1 |
| Multiple pack dressing, No. 2 | 1 |
| Perfusion fittings | 1 |
| Portable urinal | 1 |
| Suprapubic belt | 1 |
| Higginson's enema syringe | 1 |
| Urine sugar analysis set | 1 |
| Vaporiser | 1 |
| Oxygen therapy set with cylinder(s) | 1 |

Parts of a set of apparatus—

| | |
|--------------------------------|---|
| Spare vaporiser lights 6 | 1 |
| Spare block | |
| Colostomy rubber bags 2 | 1 |
| Colostomy rubber flanges 2 | |
| Colostomy plasters 36 | |
| Colostomy web and elastic belt | 1 |

Part II—TWO OR MORE TWO-SHILLING CHARGES PAYABLE

Number of charges in left-hand column. No. of prescriptions at right.

Different drugs or appliances—

| | | |
|---------------------------------|---|---|
| Lint 4 oz. | 3 | 3 |
| Cotton wool 8 oz. | | |
| Gauze 2 x 3 yd. | 5 | 5 |
| Insulin 40 u./c.c., 3 x 10 c.c. | | |
| Tab. tolbutamid. 100 | 5 | 5 |
| Hypodermic needles 6 | | |
| Surgical spirit 4 fl. oz. | 5 | 5 |
| Clinitest tablets 36 | | |

Set of apparatus or dressings ordered with extra parts—

| | | |
|---------------------------------|---|---|
| Hypodermic syringe 1 mil | 2 | 2 |
| Hypodermic needles 6 | | |
| Multiple pack dressing No. 2 | 2 | 2 |
| Cotton wool 4 oz. | | |
| Urine sugar analysis set | 2 | 2 |
| Clinitest tablets 36 | | |
| Vaporiser set | 2 | 2 |
| Spare lights 10 | | |
| Colostomy apparatus replacement | 2 | 2 |
| Spare plastic bags 36 | | |
| Portable urinal | 2 | 2 |
| Spare sheaths 2 | | |

NEWS IN BRIEF

THE fourth edition of "Health Services in Britain" is now available from H.M. Stationery Office (price 4s.).

THE National Pharmaceutical Union is to contact the 500 pharmacists who have indicated their interest in the formation of an associates' section of the Union.

THE current issue of the *Prescribers' Journal* contains articles dealing with oral iron preparations, antispasmodics and duodenal ulcer and antihistamine preparations.

AN explosion at the nitrobenzene distillation plant of Hickson & Welch, Ltd., Castleford, Yorks, devastated an area of 4,000 sq. ft. There were no casualties.

A FIFTH set of "Abstracts of Efficiency Studies in the Hospital Service" has been issued by the Ministry of Health, bringing the total studies published to thirty-three. An alphabetical index of those is supplied with the present set, and will be revised annually.

THE Central N.H.S. (Chemist Contractors) Committee is asking the Ministry of Health to double the advance payment made to new chemist contractors. The payment is at present 2s. 1d. per prescription, less the 2s. levy. It has remained at 2s. 1d. since 1954, whilst the average prescription cost has doubled.

THE National Pharmaceutical Union is warning its members that the use of ready-made "puly. pro" can be a source of inaccuracy in dispensing unless care is exercised. The Union also suggests that members' staffs should be warned that they should never supply a mixture of ammonia and hydrogen peroxide—"a mixture of the two chemicals is a strong bleach, but it can also be explosive!"

THE Emulsifiers and Stabilisers in Food Regulations, 1962 (H.M. Stationery Office, price eightpence), lists a number of permitted food emulsifiers or stabilisers. The sale, importation or advertising of other food emulsifiers or stabilisers is proscribed. The regulations are to be effective July 16. Certain provision concerning the labelling and advertisement of permitted emulsifiers and stabilisers are to come into operation on January 14, 1963.

SPORT

GOLF.—SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY. Sixty-five members and visitors attended the spring meeting at Langley Park golf club on April 18. A Stableford competition was played as follows:—*Banstead Bowl*. 1. J. McKenzie (Sundridge Park), 41 points; 2. F. R. Jamieson (Addington Palace), 41 points; 3. H. Southcott (Royal Blackheath), 32 points. *Best score on first and last nine holes*, D. Hobern; A. Green. *Eighteen and over handicap prize*, A. Seath (Cromham Hurst), 30 points. *Calcutta Cup* (bogey), G. Stanton (Royal Blackheath), 7 up. *Visitors' prizes*, F. Dawes (Shirley Park); J. Robertson (Shooters Hill).

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Tees-side Branch.—*Chairman*, G. A. Sillett; *Vice-chairman*, D. B. Washington; *Secretary* and *Treasurer*, T. Gould, 16 Clarendon Road, Thornaby-on-Tees, Stockton-on-Tees, co. Durham. (Telephone: Stockton 66842.)

TOPICAL REFLECTIONS

By Xrayser

The deluge

For the second time within the short space of nine months, all of those who, by retail, supply the needs of the public, are faced with the gigantic task of altering the price of practically every article held in stock. The postman staggers from shop to shop with new price lists, and the submerged tenth who make their living by retail give up all thoughts of surfacing, resigning themselves to a further spell of frogman-like activities in an ocean of doubt. It is impossible to convince those affected by the flood that there was any real purpose served by the ups and the downs in the prices of goods. It has been suggested that the Chancellor is hoping, by a gradual process of a little on here and a little off there, to bring about a situation in which eventually a level and equal percentage will be levied on all goods, no matter what they are, and thus produce something akin to the sales tax which has been discussed on previous occasions. If that is the intention, those who battle with the task of producing a price list may be forced to consider the propriety of studying history for the purpose of ascertaining at what point Guy Fawkes went wrong. Meanwhile, a walk along Oxford Street discloses an extraordinary situation in which, depending on the class of goods and the rate of tax, establishments boast (a) that post budget prices are in operation; (b) that pre-budget prices are in operation, and (c) that while stocks last there will be no change in prices.

Coming elections

Electors are offered a wide field from which to choose seven members for the Council of the Pharmaceutical Society, and doubtless they are studying carefully the election addresses of the sixteen who are standing. The addresses deserve a close study, as do the past records of the candidates. Those who have a proud record of service in local pharmaceutical affairs have obviously something to offer, and they start with the advantage of local support in the polls. It is of interest that several of the candidates are in favour of the Society's taking a more active interest in the negotiations between the Ministry of Health and the profession. That feeling has been growing in pharmacy and it might never have arisen but for the complete disregard of pharmacy's ethical tradition by the Minister of Health himself a little over a year ago. I note that Mr. J. B. Grosset (a member of Council) took occasion to draw attention to that sorry occurrence when replying (p. 427) to the toast of the Society, proposed by Lord Arran, at the West Herts Branch dinner on March 27. Much has happened in the past year, and the Council has not been inactive, for a committee has been set up, under the able chairmanship of Mr. Harry Steinman, to consider a scale of professional fees, and Mr. F. W. Adams (a secretary and the registrar of the Society) is attending meetings of the negotiating body which meets the Ministry. The successful seven in the forthcoming election will be accepting heavy responsibility at this critical juncture, at which experience is worth its weight in gold, and when the march of events may modify considerably the recommendations of the Committee on the General Practice of Pharmacy. Time does not stand still.

Any old iron

It is evident, from correspondence in your columns, that we have not yet reached an end to the manner in which iron is exhibited for medical purposes, and many and varied are the preparations that have been tried over the years. A century and a half ago the dispensatories contained a rich collection of substances used "to constringe the fibres, to quicken the circulation, to promote the different secretions in the remoter parts, and at the same time to repress inordinate discharge in the intestinal tube." In Dublin, the druggist might have been called upon for scobs ferri while his brother in Edinburgh was handling limatura ferri purificata, and his more sophisticated colleague in London was dispensing a more refined preparation resulting from the digestion of the same material in white rhenish wine. What better for debility, relaxation, hysteria and chlorosis?

CONSUMERS' ASSOCIATION, LTD.

"Medical Letter" (British edition) and a survey of eye drops

FIRST British edition of the U.S. *Medical Letter* was published by the Consumers' Association, Ltd., 14 Buckingham Street, London, W.C.2, on April 20. The publication will attempt to provide "preliminary assessments" of important new drugs so soon as possible after the drugs are marketed (i.e., in the period in which they are most heavily promoted, but before evaluations are available to the doctor in books or journals). The assessments are prepared by an American editorial board, assisted by an advisory board, the new British advisory council, and "a large panel of specialists in both countries." The Editor of the British edition is Dr. Andrew Herxheimer (lecturer in pharmacology, London Hospital Medical College). Issues—comprising four quarto pages—will appear fortnightly and will be available to doctors and pharmacists on subscription (price £3 3s. per annum) from the Consumers' Association, Ltd.

The first issue deals comparatively with morphine and pethidine, agents employed in chronic ulcerative colitis, and Robanul, Naridan and other anticholinergic drugs. The British edition will differ from the American only in the names and prices of drugs or by the substitution of articles considered to be more relevant in Great Britain. The *Medical Letter* will point out "genuine advantages over other drugs" or, where

drugs are therapeutically on a par, price advantages. Older drugs are to be reviewed whenever there is "important new information . . . or where current promotional material is misleading."

The April edition of *Which?*, the journal of the Association, reviews some of the eye lotions, drops and ointments on sale, arrives at the general conclusion that regular use of such preparations is unnecessary. The branded varieties investigated would, however, do no harm except where they prevented a patient from seeking a doctor's advice.

Cocaine as a local anæsthetic is not recommended for indiscriminate use. One lotion tested did not contain enough cocaine "to do harm or to be of any use." Naphazoline nitrate (present in Collyre Bleu) was not recommended for regular use "because it sometimes ends in aggravating the congestion."

Which? says that yellow mercuric oxide in a paraffin base is a "very mild antiseptic." Red mercuric oxide, present in one brand, "has a similar action, but is more likely to cause irritation." The report does favour the occasional use of eye lotions as cleansers. Though nearly all the preparations contained some antiseptic, *Which?* doubted whether they were present in effective concentrations. Some preparations were regarded as "very expensive."

LIVERPOOL CHEMISTS' ASSOCIATION

Pharmaceutical Conference Preview

BOOKINGS for the ninety-ninth British Pharmaceutical Conference to be held at Liverpool, September 10-14, already total 135, including twenty day tickets. That compared favourably with early-stage reservations for previous conferences, MR. D. L. REES told members of the Liverpool Chemists' Association and branch of the Pharmaceutical Society on April 3, when they were given a full preview and a first-hand account of the arrangements for the conference. Mr. Rees (secretary of the local organising committee), said they were budgeting for an attendance of 650.

Principal speaker was PROFESSOR ANDREW WILSON (chairman of the local organising committee), who showed a colour film of the University, featuring mainly the Donnan laboratories of the department of inorganics and physical chemistry, where the science sessions are to be held, and the Dale, Derby and Rathbone halls of residence, Mossley Hill, where many of the delegates will be accommodated. The film also showed the Wellington Rooms and University Students' Union where luncheon will be served each day.

Professor Wilson said that the sub-committees had made such considerable headway since the organising of the conference started nearly two years ago that he found himself in the happy position of being spokesman for those committees. Chairman for the conference would be Mr. J. C. Hanbury. The customary president of the conference would be the reigning president of the Pharmaceutical Society. Together with

the chairmen of previous conferences they would form the conference executive committee whose function it was to hold the conference, appoint speakers, etc. The local committee was responsible for making provision for the meetings, for entertainment . . . and generally to act as host and hostess. Though Liverpool was the venue for the conference, the hosts would in fact be the pharmacists of Merseyside, and the associations of Liverpool, Birkenhead and Wirral, Wallasey and Southport were co-operating. The Merseyside, as distinct from Liverpool, aspect of the conference would be demonstrated at the opening session in the Liverpool Philharmonic Hall on the morning of September 10. Since it was a Merseyside occasion there would be on the platform, besides the lord mayor of Liverpool, the mayors of Birkenhead, Wallasey and Southport, and it was hoped that the platform party would pass in procession down the hall.

Giving further information on the university buildings to be used, Professor Wilson said the Donnan laboratories were ideal for the reception of delegates, and had several lecture theatres. Two of the three halls of residence were brand new buildings and well up to hotel standards. The civic reception would be held at the Walker Art Gallery, and the programme in the hands of the civic authorities would be an unusual one for such an occasion. The civic reception would be preceded by a conference excursion (a cruise on the River Mersey).

NARCOTIC DRUGS

1962 Estimates and 1960 Reports

THE Estimated World Requirements of Narcotic Drugs in 1962 (H.M. Stationery Office, price 7s.) includes the following estimates for the United Kingdom and the Republic of Ireland:—

| NARCOTIC | UNITED KINGDOM | IRELAND |
|-----------------------|----------------|---------|
| | kilos | kilos |
| Cocaine .. | 110 | 8 |
| Diacetylmorphine .. | 54 | 0.25 |
| Hydrocodone .. | 2 | 0.15 |
| Hydromorphone .. | 2 | — |
| Hydromorphone .. | 0.35 | 0.06 |
| Morphine .. | 17,600 | 16 |
| Oxycodone .. | 1 | 0.15 |
| Oxymorphone .. | 1 | 0.25 |
| Thebaine .. | 181 | — |
| Dextromoramide .. | 4 | 2 |
| Diethylthiambutene .. | 5 | 0.5 |
| Diphenoxylate .. | 0.25 | — |
| Dipipanone .. | 50 | 3 |
| Levorphanol .. | 3 | 0.2 |
| Methadone .. | 60 | 3 |
| Normethadone .. | — | 2 |
| Pethidine .. | 1,000 | 60 |
| Phenadoxone .. | 12 | 0.1 |
| Phenazocine .. | 2 | 0.1 |
| Phenoperidine .. | 0.2 | — |
| Piminodine .. | 0.2 | — |
| Codeine .. | 10,150 | 175 |
| Dihydrocodeine .. | 170 | 0.5 |
| Ethylmorphine .. | 155 | 0.75 |
| Pholcodine .. | 375 | 6.5 |

The Summary of Annual Reports of Governments relating to Opium and Other Narcotic Drugs in 1960, submitted to the Commission on Narcotic Drugs (H.M. Stationery Office, price 5s.) reveals that the following classes of persons were licensed to have narcotic drugs in the U.K.:—Ambulance services 4; analytical research workers 19; brokers 88; chemists' transfer agents and liquidators 4; druggists' sundriesmen (not authorised to break bulk) 23; manufacturers of dental anaesthetics 2; manufacturers of patent and special medicines 40; manufacturers of veterinary medicines 3; merchants 3; private dispensaries and nursing homes 18; wholesale dealers 141; miscellaneous 13.

The number of addicts reported in the United Kingdom during the year was 98, of whom 88 were new addicts and 10 recidivists. 115 names were removed from the files of the authorities for the following reasons; 69 considered cured, 36 died and 10 disappeared. The total number of known addicts was 437. The drugs used, with the number of addicts to each drug, were as follows: Morphine, 150; pethidine, 81; diacetylmorphine, 42; Methadone, 48; Phenadoxone, 9; Levorphanol, 10; cocaine, 4; hydromorphone, 2; hydrocodone, 1; dextromoramide, 2; dipipanone, 1.

Eighty-seven addicts used combination of drugs. 423 addicts obtained their supplies from licit sources by licit means, 12 from licit sources by illicit means and 2 from unknown sources. In 309 cases the origin of addiction was therapeutic; in 122 it was attributable to other causes, and unknown in the remaining 6 cases.

There were 63 addicts belonging to the medical or allied professions and 44,906 addicts in the U.S. on December 31, 1960.

New Headquarters for a Portsmouth Wholesaler

SPACIOUS PLANNING TAKES THE PLACE OF IMPROVISATION

ON the face of a new building at 136 Kingston Road, Portsmouth, appears the name "Graham Tatford & Co., Ltd." Quite against current fashion, under which organisations of many kinds spend money and effort in trying to create a "public image," there is no indication of the nature of the company's activities. "Our business," says Mr. Tatford, "is with chemists, and to bring the general public into the picture would be pointless and might be time wasting."

Amenities, Facilities and Character

On the true "public" of the business, however—the chemists of Portsmouth and twenty miles around—the new building and what it represents cannot but create a sharp and favourable "public image." Its construction took twelve months to complete, following discussions and planning during the previous year, at the beginning of which the site had been purchased. From the outset Mr. A. G. Tatford (the managing director of the company) took the view that, as well as providing the amenities necessary for the comfort and efficiency of the staff, facilities for improving services to customers, and space for expansion, the building should present a dignified and unique appearance, worthy of the pharmaceutical profession. He wished to avoid at all costs the bare "utility" appearance of many commercial premises today, but equally to avoid transient contemporary idioms that can quickly give a "dated" look to a building. Limitations im-

posed by the Town and Country Planning authorities complicated the problem, but eventually it was possible to resolve those ideas in the aspect seen in the small illustration. The large areas of glass, framed in polished afromosia wood, are separated by a large panel of highly polished grained grey marble. The marble is divided into rectangular slabs secured at the corners with bronze bosses. Into the marble the company's title is deeply engraved and gilded. Above, across the whole frontage at first-floor level, are white panels upon which are mounted wrought iron motifs of various forms of the double hexagon "house symbol."

Personal Callers

Most of the company's customers order by post or by phone, but any who call in person enter through a glass internal lobby (its purpose to prevent draughts and keep out main-road litter) into a shallow but wide reception area, from which a polished wood open-tread stairway leads to the offices on the first floor above. On most days the constant presence of a receptionist is not warranted, but the caller is not the less adequately—or less speedily—served on that account. A notice on the contemporary style desk invites him to ring through and make known his business, and the response is immediate, even though it may have to be to ask him to wait a few moments for the appropriate person to come forward.

The reception area is as yet incomplete, for it is intended that the high



Frontage of the premises to Kingston Road.

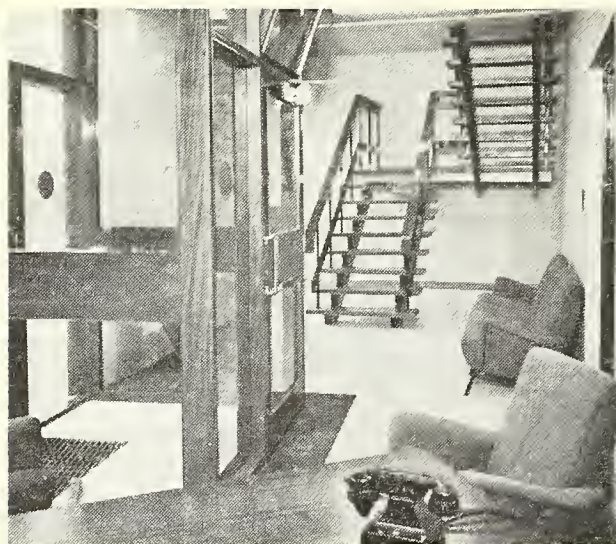
light and stair wells shall be ornamented with suitable medical or pharmaceutical murals. At present ideas acceptable to Mr. Tatford are not yet forthcoming for he feels that the standard symbols of pharmacy are much overworked. Creative suggestions are invited from customers or others. The building behind the reception area is divided into four almost equal sections, separated by a lobby that acts as a fire break and conveniently provides an ideal location for cloakrooms and a centre stairway. Passing through the central doors from the reception area one is within the "ethicals" department, which gives an immediate impression of spaciousness and lightness, the result of careful spacing of the shelving, of the polished wood-block floor, the high level of illumination, and the specially chosen colour scheme. In the department the staff is entirely female, and for them the working conditions seem ideal. Each member has her own set of fixtures to control, and the system operated is believed unique. Evolved in the difficult circumstances of the old premises (mainly converted private houses), in Milford Road, it proved so successful that it has been continued in the new environment. Under the system the written orders (transcribed from telephoned or mailed messages) are received down a chute



Stockroom of pharmaceutical specialties.



Bulk drugs, an order-filling trolley and part of the conveyor system.



At left, Reception area, showing internal telephone for use of callers. At right, A view of the general office.

from the offices above, automatically ringing a bell on arrival to ensure attention. The orders are edited into various deliveries, etc., and when sufficient have been received are called out into a microphone, which relays through loudspeakers to every section of the department. As each girl hears an item that is in her section she collects it and places it on a trolley and when the whole batch has been called the trolleys are taken to a checking point. There the orders are consolidated and sent via a powered conveyor in open fibre board boxes to a dispatch bay. Orders are thus dealt with rapidly by a quite small staff with little or no running about.

Adjacent, in the next wing, is the drug department, where it is still the policy of the company to maintain a skilled staff to manufacture a number of galenicals and to break bulk of powders, liquids, tablets, etc. The "dispensary" or small-scale manufactory is situated within the section, as is also the bottle treatment room. Some of the space (though for safety reasons accessible only from outside the building) is taken up by an inflammable liquid store. Along one wall runs the conveyor belt from the "ethical" department. The conveyor now picks up drug orders for dispatch and discharges through a fire-proof hatch into a dispatch and loading bay. Here goods inwards are also attended to, being sent into the building by reversing the conveyor, or up to the floor above by a belt elevator that is also reversible. An oil-fuel storage tank and ducted air-heating plant are also sited in this section. From the department a staircase leads up to a large store on the first floor where are housed the stocks of dispensing bottles, boxes and sundries. In the store also is a Deminrolit plant for producing purified water, B.P. "The plant," says Mr. Tatford, "has so far proved more controllable and less temperamental than the distillation process."

Office Accommodation

Passing forward into the front wing one enters the company's general office where furniture and decorations alike have been chosen to provide light and harmonious working conditions. The

office area is subdivided by head-high metal and glass partitioning into the departments normal to the style of business. Certain acoustic problems that have been encountered are being solved by the installation of a suspended ceiling. In addition to the telephone order-receiving section of the office a "Gate electronic" telephone answering machine, affectionately referred to as "Auntie," is installed. Throughout the department and in all sections of the warehouse simplified paper-work has been a feature of the business, in the interests of both speed and of economy. Most of the systems devised twenty years ago, when the business was founded, have proved so flexible and efficient that it has not been found possible to improve upon them.

Through a glass screen the front of the building is again reached. The open-tread stairway leads downwards at the right, and the managing director's office is on the left. At the head of the stairs is a small conference or interview room reserved for the use of the senior members of the staff when their own sub-offices are insufficiently private.

Deliveries

The new headquarters is situated on a main road almost at the geographical centre of Portsea Island upon which the City of Portsmouth stands, and occupies what was one of the few remaining parcels of land in a heavily built-up area. In a parallel road at the back the building also has a wide rear access for garage, dispatch and receipt of goods. Daily deliveries are made by van throughout the area, and a twice-a-day service is provided in Portsmouth itself. By the majority of the company's customers the transfer from Milford Road (a brief description of the business as it operated at that address was published in the *C. & D.*, September 16, 1961, p. 302), two miles away, was taken for granted. In fact it involved a considerable upheaval. The move was accomplished during a week-end. On Saturday, January 27, after the closing of the business at mid-day as usual, the staff quietly commenced to move the whole of the stock, fittings and equipment, and by Sunday evening the operation had been completed, and the

objective of being able to resume business on the Monday, January 29, without any interruption to normal services had thus been successfully attained. The quantity involved was nearly one hundred vanloads of stock, etc., all of which were reassembled without hitch. Mr. Tatford is full of praise for the really magnificent teamwork of the company's staff, who had elected to shoulder the task without calling upon outside assistance. Their enthusiasm, now rewarded with such agreeable, spacious and well-planned conditions, seem the guarantee of an efficient service to customers—better worth, while, surely, than any built-in "public image" could possibly have been.

COMPANY NEWS

Previous year's figures in parentheses

SANDOZ, LTD., Switzerland.—Turn-over in 1961 was up by 13.4 per cent. to S.Fr.731 millions and net profits were S.Fr.21,880,246 (S.Fr.18,908,563). Turn-over in pharmaceuticals was S.Fr. 323 millions.

BARFOS, LTD.—Dividend is raised from the equivalent of 12 per cent. to 14 per cent. for 1961 with a final of 9 per cent. Group net profit increased from £149,727 to £177,175, after tax of £191,511 (£150,176). Profits for 1961 include those of two new subsidiary companies acquired in 1960, against only three months in the previous year.

JOHN & E. STURGE, LTD.—The chairman (Mr. A. L. Wilson) in his statement accompanying the accounts for 1961 mentions that he is confident that the company's established and developing links with France and Italy should put them in a most favourable position for future expansion in the Common Market. On the immediate outlook for 1962 he states that until increasing demand catches up with surplus production capacity it seems certain that uneconomic competition will keep margins at a very low level. (For accounts see *C. & D.*, March 31, p. 343.)

ROLLS RAZOR, LTD.—Group profit for 1961 is £250,811 (loss £232,161). Tax, £85,553 (nil) and minority interest credit, £17,719 (nil), giving balance

attributable to company, £182,977. Preferred Ordinary dividend 15 per cent. (nil). The chairman (Mr. R. Reader Harris) says net profits before tax for 1961 were adversely affected by losses of approximately £45,000, mainly in the last quarter, on new range of men's cosmetics largely attributable to expenditure on advertising. The initial expenditure is now beginning to have some effect. Sales of the traditional Rolls razor are maintained, largely in the export field. The company has recently opened three discount stores. The chairman adds: "It is too early to forecast the potential of these stores, especially as difficulties have been encountered under retail price maintenance. As a result the company has given undertakings to certain manufacturers not to sell their products at less than the agreed retail prices." The directors intend to apply to the Stock Exchange for permission to deal in and for quotation for the whole of the issued share capital of the company.

EUCRYL, LTD., and THOMPSON AND CAPPER, LTD.—Eucryl, Ltd., have acquired Thompson and Capper, Ltd., for £400,000. Mr. H. E. Howard (chairman, Eucryl, Ltd.), stated recently that the Thompson and Capper, Ltd., firm would not be disturbed in any way. He added, "We shall certainly keep the factory at Speke. It will be another branch of our factories . . . I am hoping to enlarge the factory. This move means amalgamating both sales forces and a good deal of office staff, but we are expanding so rapidly that this will not mean any redundancies—we shall probably be employing more people rather than less."—Consolidated profits of Eucryl, Ltd., have risen from £94,818 to a record £167,912 in 1961. Ordinary dividend is 15 per cent. on capital doubled by a rights issue, with a final of 10 per cent. (same but paid on smaller capital). After interest and tax, the net profit is £80,043 (£48,779).

BUSINESS CHANGES

SAVORY & MOORE, LTD., have acquired the pharmacy of J. Bostock, Ltd., 84 High Street, Cowes, Isle of Wight.

The pharmacy of **RAYNER & SON** (Miss W. M. Flowerdew), 39 High Street, Uxbridge, Middlesex, ceased trading as from April 21.

THE HOUDRY PROCESS CORPORATION of U.S.A., has been merged into Air Products and Chemicals, Inc., a Delaware Corporation. The business formerly conducted by Houdry Process Corporation is now being continued by Houdry Process and Chemical Co., a division of Air Products and Chemicals, Inc., 1528 Walnut Street, Philadelphia 2, Pennsylvania.

DEATHS

ANDERSON.—On April 6, Mr. William Alexander Anderson, M.P.S., Glenburnie House, Skene Street West, Aberdeen. Mr. Anderson qualified in 1930 and since 1957 has been chief pharmacist to Moore Medicinal Products, Ltd.

BELL.—On April 6, Mr. John Bell, 213 Cliftonville Road, Belfast, Northern

Ireland. Mr. Bell, who served his apprenticeship with Messrs. Wm. Dobbin & Co., Ltd., Belfast, qualified as a Registered Druggist in Dublin. He carried on business for almost fifty years at 10 Lower Garfield Street, Belfast, where he specialised in photography in which he was one of the pioneers. He was a member of the Chemists' and Druggists' Society of Ireland.

CLARK.—On April 2, Mr. Herbert Edwin Clark, 43 Highway Road, Leicester, aged eighty-two. Mr. Clark qualified as a chemist and druggist in 1904.

GIBSON.—On April 8, Mr. George Gray Gibson, M.P.S., 12 Hale Gardens, Acton, London, W.3, aged seventy. Mr. Gibson qualified in 1912.

GRANTHAM.—On March 13, Mr. Reginald Grantham, M.P.S., 11 Lamplugh Road, Bridlington, Yorks. Mr. Grantham qualified in 1910.

JACKSON.—Recently, Mr. John Alexander Jackson, M.P.S., 1 Oaklands Avenue, Thornton Heath, Surrey. Mr. Jackson qualified in 1921.

MUTCH.—On April 7, Miss Vera Mabel Fackrell Mutch, M.P.S., 55 Church Road, Bexleyheath, Kent. Miss Mutch qualified in 1918.

PENFOLD.—On April 3, Miss Marjorie Louise Linzee Penfold, Lloyds Bank, Ltd., Emsworth, Hants, aged fifty-nine. Miss Penfold qualified as a chemist and druggist in 1925.

PLUNKETT.—Recently, Mr. Thomas Plunkett, M.P.S.I., Croom, co. Limerick, Eire. Mr. Plunkett qualified in 1940 and had a retail pharmacy in Croom for many years. A daughter is a second-year student at the College of Pharmacy, Dublin.

STEVENS.—On March 28, Mr. Charles John Stevens, M.P.S., 2 Stanley

Road, Formby, Lancs, aged sixty-eight. Mr. Stevens qualified in 1920.

THOM.—On April 5, Mr. Richard Morrow Thom, M.P.S.I., M.P.S.N.I., The Kimmage Pharmacy, 151 Lower Kimmage Road, Dublin, Eire, aged seventy-seven. Mr. Thom began business on his own account in Kimmage in 1925, and his only son, Mr. William Edward Thom, M.P.S., who qualified in 1938, now takes over the pharmacy. The third generation of the family tradition with pharmacy is being maintained by Miss Hilary Thom, granddaughter of Mr. Richard Thom, who is a second year student at University College, Dublin.

THORNTON.—Suddenly, on April 19, Mr. William Joseph Thornton, M.P.S.N.I., Marine View, Newcastle, co. Down, president of the Pharmaceutical Society of Northern Ireland. Mr. Thornton was born in Newcastle, co. Down, and was educated at Methodist College, Belfast. He qualified in 1930, and took over the family business in Newcastle. He had been a member of the Council of the Pharmaceutical Society since 1956 and was elected president in October 1961. He was a member of the Masonic Order. He had been associated for many years with the parish church of St. John in Newcastle, and took a very active interest in its affairs. Mr. Thornton, who was in his early fifties, collapsed on board a cross-channel boat as he was returning from a holiday in England to attend a Council meeting of the Society. He is survived by his wife and two sons, Dr. William Thornton and Mr. Robert Thornton, M.P.S.N.I., and a married daughter (Mrs. J. Madden).

TRICKEY.—On April 14, Mrs. Victoria Trickey, wife of Mr. Robert H. Trickey, M.P.S., 67 Danecroft Road, Herne Hill, London, S.E.24.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

MR. G. R. MATTHEWS asked the Chancellor of the Exchequer what was the cost of exempting diabetic sweets from the new Excise duty. **MR. A. BARBER** (Economic Secretary, Treasury) in a written reply on April 17, stated the information was not available.

Proposed Payments to Family Doctors

MR. ENOCH POWELL (Minister of Health) on April 16 announced proposals for (1) Distributing the £1 million per annum that has been reserved from the Central Pool (from which N.H.S. family doctors are paid) for the improvement of general practice; and (2) recognising distinguished general practice by additional remuneration.

Neither scheme represents a new Exchequer commitment: both are to implement recommendations made in the report of the Royal Commission on Doctors' and Dentists' Remuneration (the Pilkington report). The proposals seek to achieve two main objects: (1) To encourage general practitioners to take refresher and similar courses by allocating £¼ million for distribution with reference to post-graduate study. (2) To favour lists of moderate size and the formation of partnerships. That

is done by increasing the "loadings" in respect of the "middle band" of patients between the 1,000th and the 1,500th on each doctor's list. Under the scheme for recognising distinguished general practice, it is proposed that annual payments of not less than £500 should be made to family doctors who have been specially selected by a committee consisting predominantly of general practitioners. The proposals, which are subject to acceptance by the profession, have been agreed by Joint Working Parties representing the Health Departments and the medical profession.

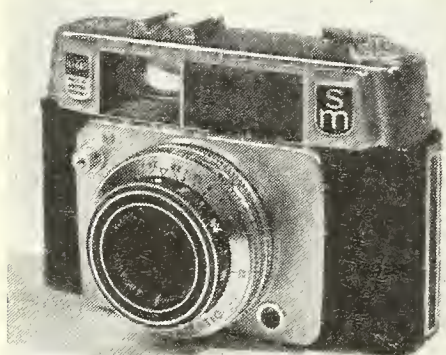
Consumer Protection

MR. C. W. PROUDFOOT asked the President of the Board of Trade when he expected to receive the Report of the Molony Committee on Consumer Protection. **MR. F. J. ERROLL** (President, Board of Trade), in a written reply on April 18 stated that the Committee hoped to submit its report on April 25. He would arrange for it to be printed, but as the report would apparently be a long one, that would take some time.

Parliament adjourned on April 19 until May 1 for the Easter recess.

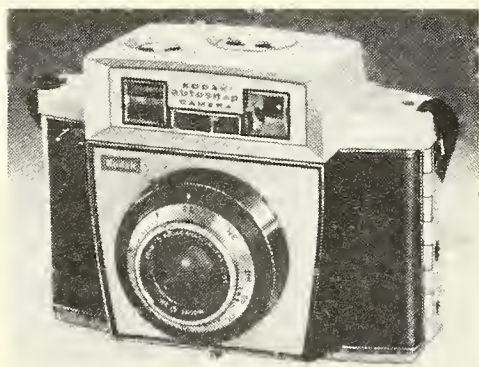
PHOTOGRAPHIC NOTES

Automation by Choice.—Following the success of their Sportsmaster camera, Ilford, Ltd., Ilford, Essex, have introduced the Sportsmaster Manumatic for the "serious" photographer. It is fitted with a four-element f/2.8 Rodenstock Ysarex lens and



Prontomatic shutter coupled to a photo electric cell which automatically controls the aperture necessary for exposure. That feature can also be used manually, the exposure indicator being read through the viewfinder.

Automatic Exposure on 127.—Available from mid-April is the Autosnap camera by Kodak, Ltd., Kingsway, London, W.C.2. It features automatic exposure control by means of a built-in exposure meter, but may be set manually for flash. Set at "auto," it may be used in daylight with colour or black-and-white film if the film speed setting is adjusted according to the correct speed of the selected film (there are film speed settings from 32 to 125 ASA). A red warning signal in the viewfinder guards against wasted shots when there is insufficient light for good pictures. For flash photography the camera has exposure value settings from 11½ to 15. When the manual ex-



posure setting is in operation a yellow filter appears in the viewfinder as a reminder. Focusing is from 3-ft. to infinity, and there are also settings for "views," "groups" and "close-ups." Other features include a 50-mm. three-element Anaston lens f/8, single-speed shutter, large direct-vision viewfinder, lever-wind film mechanism, double-exposure prevention device and flash contacts for the Brownie flashholder. The camera takes twelve pictures on 127 film. It has an attractive glossy-black and grey finish.

"TOP RANK"

A new name in colour photography

IN May a newly formed company, Top Rank Laboratories, Ltd., set up by the film-processing division of the Rank organisation, is putting at the disposal of the retail photographic trade and commercial photographer processing facilities more comprehensive than anything offered so far. The processing will be done in enlarged premises at Cumberland Avenue, Park Royal, London, present home of Rank Tempo Laboratories, Ltd., a name that will disappear.

The new service is claimed the first service for processing all major makes of film received over the D. and P. counter. It offers the photographic public improved quality and reductions in the cost of colour photographs.

Separate production lines (negative processing unit, printers, and paper processing unit) have been installed for developing, printing and enlarging the following negative films:—

| | |
|--------------------|-----------|
| KODACOLOR | ILFOCOLOR |
| GEVACOLOR | ADOXCOLOR |
| FERRANTACOLOR N.27 | AGFACOLOR |

as well as black-and-white films. It is to be pointed out that Ilfocolor 35-mm. film, being process-paid material, is excluded, but all other sizes are being handled. Improved services are at the same time being provided for processing and mounting all sizes of Ektachrome (E2, E3 and HS) and Ferrania-color reversal, and for making Transprints (colour prints from any make or size of transparency).

"One-bag" Service

The photographic dealer is thus offered a complete "one-bag" processing service, with the advantages of simplified ordering, uniform service times, easier collation of D. and P. work, and postage savings on not sending different films to different laboratories. In the London area a daily van collection and delivery service has been organised, using a distinctive new fleet of vehicles.

Equipment now being installed at Park Royal includes an electronic regis-

tration system for checking all orders passing through the laboratory, a system that will guarantee a ready check on the state of all processing work at any given time.

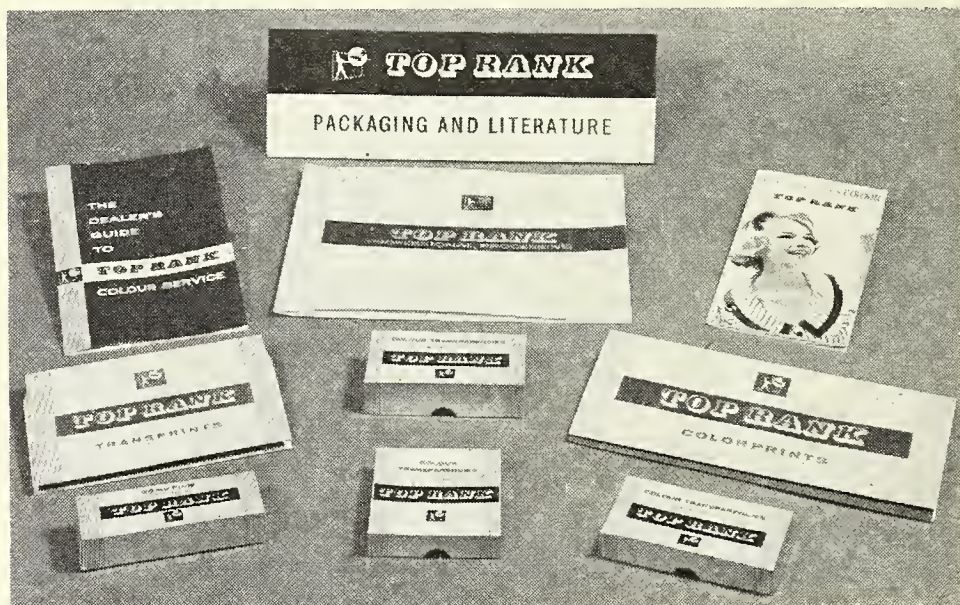
Another change that is being made will have the effect of safeguarding the public against being charged for disappointing results from inferior negatives, for every negative is to be examined and graded and, if not considered of printing standard, returned unprinted.

"Snap-size" Prints

An even more important innovation from the point of view of popularising colour photography with the public is the introduction of a new "snap-size" (3½ x 2½ in.) colour print from 35-mm. negatives in all the listed makes above except Ilfocolor. The cost gap between enprints and enlargements is being reduced by the introduction of a 5 x 7 in. or 5 x 5 in. "Jumbo Enprint" at 5s. 6d. each for the customer who prefers bigger pictures, the price including mounting in a folder for presentation or home display use. Cost of all 3½ x 3½ in. enprints is being reduced to 1s. 9d. each.

Commencing in May, the service is being made known by advertisements to the trade in THE CHEMIST AND DRUGGIST and elsewhere, and in June the campaign will be extended to photographers themselves. For the dealer new point-of-sale aids become available, including drop-type showcard displaying three sizes of Top Rank Colorprints, an original Transprint display unit featuring actual transparencies and prints made from it, window stickers and "heralds"; full-colour give-away brochures on "Getting The Best Out of Colour," etc. The customer receives his results in a distinctive new print wallet, and a new transparency carton is provided for packaging his order.

Top Rank Laboratories, Ltd., claim that the processing station will be the largest and best equipped in the country.



Print wallets, cartons and printed matter for the new service.

TRADE NOTES

Recognised.—Cupal, Ltd., Blackburn, Lancs, point out that their Secto Aerosol fly killer complies fully with the African Pyrethrum Board's minimum symbol of performance, as currently advertised.

Credits.—Upjohn, Ltd., Fleming Way, Crawley, Sussex, state that all stocks of Monase tablets should be returned to the original supplier for credit not later than May 7. That is the last day on which credit can be allowed on the tablets.

Swedish Brushes in Britain.—Jackel & Co., Ltd., 247A St. Vincent Street, Glasgow, C.2, have been appointed sole distributors in Britain of the hair and bath brushes of Husqvarna Borsfabrik, Sweden, claimed the largest manufacturers of brushes in Scandinavia. The range is being marketed under the name Royal Sweden. Messrs. Jackel's policy is to supply both wholesale and retail

customers. Illustrated brochures will shortly be available.

Change of Name.—The British Drug Houses, Ltd., Graham Street, London, N.1, state that, since the introduction of their anticholinergic preparation of oxyphenyclimine hydrochloride, it has been found necessary to modify the original trade name. As a consequence the product is in future to be known as Naridan (not Caridan). The company's representatives have been authorised to replace unopened stocks held in hospital and retail pharmacies.

Bonus Offers

SMITH & NEPHEW PHARMACEUTICALS, LTD., Bessemer Road, Welwyn Garden City, Herts. Amoxal antifungal Gel. Fifteen invoiced as twelve.

E. R. HOLLOWAY, SALES, LTD., Bessemer Road, Welwyn Garden City, Herts. Barnet combs (cabinet refill). Fourteen to doz. From May 1 to 31.

NEW PRODUCTS AND PACKS

For Bronchial Conditions with Allergy.—A new speciality Franol-Plus, issued by the Bayer Products division of Winthrop Group, Ltd., Winthrop House, Surbiton-upon-Thames, Surrey, to cover the treatment of bronchial conditions which have an allergic basis. Franol-Plus contains 120 mgm. of theophylline (anhydrous), 15 mgm. of ephedrine sulphate, 8 mgm. of phenobarbitone and 10 mgm. of theophylline hydrochloride. Franol-Plus tablets are issued in bottles of fifty and 250. They are subject to S.4A of the Poisons Rules.

Ethionamide Sugar-coated.—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, announce the introduction of sugar-coated tablets of Trescatyl brand ethionamide, a presentation understood to be better tolerated, possibly, than uncoated tablets in a significant proportion of patients. Trescatyl is indicated in the treatment of pulmonary tuberculosis for patients in whom two or more of the standard antituberculous drugs are unsuitable because of the presence of resistant organisms or other contraindications. The new tablets, each of which contain 125 mgm. of ethionamide, are additional to the existing 250-mgm. uncoated tablets.

Topical Antihistamine.—Distillers Co. (Biochemicals), Ltd., Broadway, London, S.W.20, announce a new speciality, Tylagel, a topical antihistamine preparation containing 1 per cent. of a new antihistamine (tolpropamine hydrochloride) in bland jelly base. Applied topically Tylagel is understood to counteract the harmful effects of histamine and to exert a marked local anæsthetic action. Together, those properties assist in allaying the pruritus common in many skin conditions. Tylagel provides a rapid soothing action, is easily applied, and is "cosmetically acceptable to the patient." Typical irritant conditions in which it gives relief include acute and chronic urticaria, drug and food rashes, minor burns (including sunburn and scalds), pruritus ani and vulvæ, and stings from insects, jellyfish and nettles. It is available in display carton of twelve collapsible 20-gm. tubes.

"Outstanding Activity Against Staphylococcus."—Fucidin, an oral antibiotic "of completely new personality," and original product of research of Leo, Copenhagen, is marketed in this country by Leo Laboratories, Ltd., 15 Clipstone Street, London, W.1. In laboratory and clinical trials over a period of two years, Fucidin (sodium salt of fusidic acid), a substance unrelated to any available antibiotic, is understood to have demonstrated outstanding activity against the staphylococcus, whether antibiotic-sensitive or resistant. No serious side-effects have been reported to date.

A Peptic-ulcer Treatment.—The constituents of Nactisol peptic-ulcer treatment launched by Beecham Research Laboratories, Ltd., Great West Road, Brentford, Middlesex (see C. & D., April 21, 1962, are poldine methymethosulphate and butabarbital and not as stated. The clinical studies were carried out in the United States (Dripps, R. D., J.A.M.A., 1949, 139, 148).



GONE THE "CLINICAL AUSTERITY": Organon Laboratories, Ltd., Brettenham House, Lancaster Place, London, W.C.2, have redressed their hormone-based beauty cream Endocil, stripping it of its "clinical austerity" and giving it an attractive jar and streamlined tube in glossy black and gold, highlighted with white. The motif is "modern, eye-catching and sophisticated" and specially designed to appeal to women over thirty. There is no increase in price, though the new jar contains more cream.

INFORMATION WANTED

The Editor would appreciate information about:
Silva Sun preparations
Holle's food

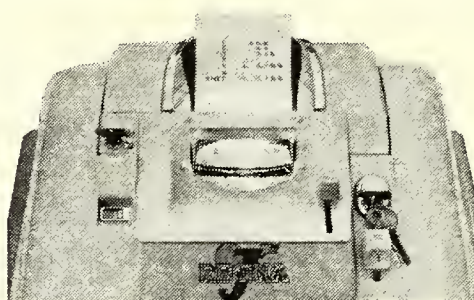
NEW CASH REGISTERS

Press-button, Electronically Operated.

—A completely new range of press-button, electrically-operated cash registers is announced by Gross Cash Registers, Ltd., North Circular Road, London, N.W.10. With the possibility of decimal currency being introduced, the machines have been designed for simple and quick conversion to metric system, and it is hoped that that will also enable the company considerably to expand its overseas business. An exclusive feature claimed for the machine is that, as the operator is using the machine, the ticket comes up in front of her, so that she is able to see each item printed as it is registered, and the items continue to remain visible until she prints the total of the items, which also appears in front of her. An exceptionally long ribbon, automatically reversing itself, gives high-quality print for many months in a busy shop. All totals and information are under the control of special keys, and a built-in adding machine feature is incorporated. The cash drawer runs on roller bearings in nylon covers for quietness; and is supported inside hardened steel channels.

"Magic-eye" Window Feature.

—One of the unusual features of a recently launched Regna cash register is the magic eye window built into



the top cover which enables even the most short-sighted sales assistant to read each item as it is registered. A tiny electric bulb, not much larger than a matchstick but giving bright illumination, lights up the window, which has a magnification of three to one. The makers point out that a possible turn-over to a decimal system in the next few years need not deter buyers because their new machine can be converted with the aid of "nothing more ambitious than a screwdriver." A correction button permits amendments to be made to amounts incorrectly registered. By depressing the interrupt button an operator can use the register as an adding machine. When used in that way it has an adding capacity of £100. Alternatively, by depressing the paid out button the operator can pay out from the machine and register the transaction separately from the total on the receipt ribbon. The machine also has six itemising or identification buttons which may be used either to identify a particular assistant or to enable the owner to break down sales receipts into separate sub-totals keyed to particular lines or products. The machine measures 20 x 15 x 12 in. and costs £105. Suppliers: Regna Cash Register Co., 27 John Adam Street, London, W.C.2.

MOTIONS FOR SOCIETY'S ANNUAL MEETING

"Code" extension and move for fresh "Jenkin" decision

THE 121st annual meeting of members of the Pharmaceutical Society takes place at North Hall, Liverpool Victoria Building, Bloomsbury Square, London, W.C.1, at 10 a.m., on May 16. After the appointment of scrutineers the meeting will be adjourned until 8 p.m., when the result of the ballot for the election of members of Council will be declared and the report of the Council and statement of accounts for 1961 will be presented. In addition a motion will be submitted by the PRESIDENT:

That the following paragraph be approved for inclusion in the Statement on Matters of Professional Conduct:—

"While the closest professional co-operation between pharmacist and doctor is desirable it is another question where a business relationship between them is concerned. In general such a relationship is contrary to the interests of the two professions and should be avoided. Without prejudice to its application in other cases the following are regarded as examples of conduct at variance with this principle:

- (a) Where a pharmacy is owned by a corporate body or in Scotland a partnership in which a medical practitioner practising in the same district has a financial interest.
- (b) Where a pharmacist and medical

practitioner occupy accommodation in the same building and there is no complete internal separation of the accommodation and no separate addresses and separate means of access from the street.

- (c) Where, when both are practising within the same district, a pharmacist is the tenant of a medical practitioner in respect of premises used as a pharmacy or a medical practitioner is the tenant of a pharmacist in respect of premises used as a surgery, provided that this shall not apply where it is clear that such a tenancy did not arise from the deliberate intention of either party, for example, by inheritance of property.
- (d) Where the occupancy of accommodation by the pharmacist and medical practitioner in the same or adjacent premises for professional purposes has occurred as the result of either party approaching the other with the object of acquiring such accommodation.
- (e) Where a pharmacist has an arrangement with a medical practitioner whereby the latter tells his patients to take prescriptions to the pharmacist or whereby in the absence of any special circumstances the medical

practitioner sends him prescriptions by other means.

Notwithstanding what has been said above there may be special circumstances in which, subject to suitable safeguards, a business relationship would be justified in the public interest, and if the Council were satisfied that a particular proposed arrangement was in that category they would raise no objection to it. It cannot be too strongly emphasised that only in the most exceptional circumstances would the Council feel there was sufficient ground to take this course."

A resolution will also be submitted by MR. F. MURLEY:

- (1) That the Council of the Pharmaceutical Society take immediate steps to obtain a fresh decision on the points decided against the Society in the judgment given in the Jenkin case.
- (2) To maintain the honour and safeguard and promote the interests of the members in the exercise of the profession of pharmacy as is stated in our Charter, we require that immediate steps be taken to form a trade union of all registered pharmacists, the said trade union to become the negotiating body on all matters relating to the economic interests of all members.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Support for Candidates

SIR,—May we write to say that the Bolton Branch stands 100 per cent. behind the candidature of Mr. Geoffrey Lowther. He is a most ardent worker for the cause of pharmacy, and he is treasurer of our Branch and a member of the Local Pharmaceutical Committee. He represents the Branch at most of the meetings in London, and he is in joint ownership with his father in an old-established, and well respected retail business in the town. He is a young man with young ideas, having qualified so recently as 1945. We are most anxious to see Mr. Geoffrey Lowther returned as a member of the Pharmaceutical Society's Council, as we are certain that his inclusion in that body will be all for the good so far as our professional standing and conditions are concerned.

JAMES FOSTER, *Chairman*,
W. CRUMBLEHULME, *Secretary*,
Bolton Branch

SIR, — Mr. Charles Herbert Preston Robinson, runner-up in the Council election last year, has been the secretary of the Mansfield and District Branch for over twelve years. This evidence of the esteem in which he is held locally would in itself, we feel, commend him to a much wider circle of members, were it not for the fact that his record in pharmacy is already outstanding. Mr. Preston Robinson needs no introduction to hospital pharmacists, on whose behalf he has battled for twenty-five years without

showing the slightest tendency to hang up his gloves. Branch representatives will know of him as a forceful debater with a wide knowledge of pharmaceutical politics soundly based upon his many contacts throughout the country. For many years Mansfield motions have been introduced by him and every one has been successful. We, the undersigned, as retail pharmacists who have known him for many years, believe that his all-round experience in pharmacy and in public affairs makes him eminently suitable as a representative of our profession. We feel that one of his best attributes is his determination never to leave a job unfinished. For this last reason, if for no other, he is worthy of the vote of every member.

GEORGE OSCROFT SMITH, *Chairman*,
LESLIE WEBBER, *Treasurer*,
Mansfield and District Branch

How to Notify Price Changes

SIR,—May I please use your columns to try to tell sales managers what facts retailers and wholesalers require when there are changes in prices caused by purchase-tax rate changes?

- (1) Because of the large number of changes, notice is required at first *only* of items of which the price to the public or the price to the retailer has been altered, and the notice should state that only such items are included. To include items of which no price has changed only makes a difficult task more difficult.
- (2) If lists must be issued of all a manufacturer's lines then a clear indi-

cation should be given by means of an asterisk or some other mark of the price which is new.

(3) If only the price to the public or the price to the retailer is altered, then the other price (i.e., that to the retailer or the public), which has not altered, should still be shown.

(4) Lists should not be issued by which items are identified merely by the manufacturer's own numbers or letters. Such means of identifying items are of use to only few retailers or wholesalers, and to the many are an unmitigated nuisance.

(5) Items mentioned because either of the prices have altered should show individually the purchase tax as a percentage or as a sum of money.

I am really amazed at the fact that sales managers, whose business surely is the clear and concise presentation of facts concerning their products, are, in the great majority, completely unaware of their customers' needs. Their work is undoubtedly made more difficult when we have these purchase-tax changes, but it is little compared with the confusion caused to retailers and wholesalers who deal with the products of many hundreds of manufacturers. I earnestly implore sales managers to note these points and, if anyone is doubtful about my reasons for giving them, I will gladly explain in more detail if he will take the trouble to contact me.

E. A. DYER, *Manager*,
A. S. PRICE & CO. (WHOLESALE), LTD.,
Birmingham

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

Meeting the Competition

THERE are a number of facets to shopping. There is the customer, naturally, who may know exactly what he wants, but who may, on the other hand, have had no intention of making a purchase. There is the person behind the counter who in the pharmacy is likely to be the pharmacist himself but may be an assistant. Both should have an adequate knowledge of the goods that are being supplied. Finally there are the goods themselves, and the prices at which they are offered. With so much standardised merchandise retailing at standard prices, the customer is likely to be as familiar with many of those as are those who aim to supply him. It may be said, therefore, that in the battle for increased sales, the advantage in many aspects lies with the customer.

The pharmacist, however, has control of the surroundings in which the sales might be made. He can choose the ground on which "customer contact" is to be achieved, and may direct the movement of customers inside his pharmacy. He should ensure that its general atmosphere is pleasant and attractive.

This week's issue of the *C. & D.* is devoted largely to those surroundings, which can influence so vitally the profitability of that customer contact.

Reviewing and reorganising the lighting in a pharmacy nearly always result in increased sales for a relatively modest outlay.

Heating a pharmacy and ensuring comfortable conditions for both customer and staff often involves more basic problems, and some of them are referred to in another article in this issue, which should give ample time to consider all the possibilities and still commission the work well before next winter.

The increasingly expensive nature of goods handled by pharmacists makes it more than ever imperative today that they should take adequate precautions against burglary. It may be true in the past that insurance has often been cheaper than installing anti-burglar devices, but that is not the situation today. Insurance companies are insisting on adequate protective devices being in operation. Suggestions for locks, safes, and for protecting window displays are accordingly reviewed.

Efficiency can be improved in another respect. Nearly every post brings into the pharmacy some new catalogue, leaflet or brochure which may be useful for reference purposes at a later date. How to file such publications so that they may be found not only by the filer but by the whole staff of the business is discussed.

Price Changes and How to Notify Them

WITH the manager of a wholesale distributor who contributes a letter to our correspondence columns (p. 452) we have the liveliest sympathy and are in warm agreement. He finds himself inundated with material that needs sifting out to separate the grains of genuinely new information from the bulky chaff of already known details, and so do we.

As publishers of a price list we are now dealing with the 30,000 items that it contains, a task that is probably greater than that of any wholesaler. We might, therefore, be excused if we are also a little critical of those manufacturers who, when sending their lists of revised prices, have asked us to work out the purchase tax figure!

We support our correspondent's plea for (a) efficient presentation of the relevant details; (b) omission of anything that is irrelevant; (c) some appreciation that a customer sees things differently—and looks for different things, than the manufacturer concerned primarily to keep his inventory straight. In truth, his sales story would be at its best the more he accommodated himself to his customers' requirements.

Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

THE Council of the Pharmaceutical Society of Northern Ireland learned in Belfast on April 19 of the death that morning of its president, Mr. William Joseph Thornton (see p. 449).

The VICE-PRESIDENT (Mr. D. Moore), said that members had been shocked to hear that Mr. Thornton had collapsed and died on board ship while returning with his wife from a holiday in Blackpool. "For many years Mr. Thornton was the life and soul of the East Down Chemists' Association before being elected to the Council of the Society," said Mr. Moore. "Everyone who knew him appreciated the manner in which he carried out his duties. He was of a retiring nature and did not seek official position. He endeared himself to all with whom he came in contact, and our sincere sympathy goes out to Mrs. Thornton and the members of her family." The Council stood in silence as a token of respect.

Mr. Moore said that only essential business would be transacted, and the meeting then adjourned.

The names of Cecil Myles Ogle, 58 Jackson's Road, Hollywood, co. Down, and Mrs. Margaret Esther Hutchinson, 84 Gilnahirk Road, Belfast, 5, were restored to the register.

Messrs. N. C. Cooper, W. H. Boyd and G. E. McIlhagger were nominated as the Council's representatives on the Northern Ireland Poisons Board for a period of three years.

It was agreed to impress the Seal of the Society on regulations increasing the amount of the retention fee payable by members resident in Northern Ireland.

Present were Mr. R. M. Watson (treasurer), and Messrs. W. H. Boyd, H. W. Gamble, O.B.E., J. Gordon, T. Hunter, J. Kerr, G. E. McIlhagger, H. F. Moore, Walter C. Tate and A. Templeton, J.P.

Apologies for absence were received from Messrs. H. G. Campbell, W. Donaldson, N. C. Cooper, M.Sc., W. P. Ewart, J.P., B. Flatley, A. T. Hardy, W. S. Hall, F. R. Moore, J.P., Professor O. L. Wade, and Dr. R. G. R. Bacon.

ECONOMIC JUGGLING: "No amount of economic juggling can alter the fact that in the long run our solvency depends upon the efficiency of our industries and upon our national productivity." — Prince Philip in foreword to booklet inaugurating National Productivity Year.



"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE
SPECIAL PROBLEMS OF THE PHARMACIST
IN RETAIL PHARMACY

E. C. TENNER

WHILE the wild men of North-eastern Division 1 threw Mr. Graham out of his seat on the National Pharmaceutical Union Executive Committee, Mr. Tristram just got back to his, the North-western Division 3. The percentage of voting papers returned in the election was: Metropolitan, 38.5 per cent.; North-eastern 2, 58.7 per cent.; North-western 3, 55.5 per cent.; North-eastern 1, 73.8 per cent. It seems that in that area Mr. John Reed turned out an extra large and solid vote against Mr. Graham, the chairman, till then, of the Central National Health Service (Chemist Contractors) Committee, and that Mr. Graham has been made a scapegoat for his Committee. Outside North-western 3 there seem to have been no signs of really enthusiastic scalp-hunting in other divisions.

Where does the action of the North-easterners take our pay negotiations with Mr. Powell? We are now in the crucial sixth month, when some real progress was to have been reported. It seems to me that our negotiating position was destroyed by the threat that we might withdraw our services from the Health Service, and I would like to know how that "strike" story started. It was not authorised by a delegates' conference. The martyrdom of Mr. Graham will not put things right, we have got to be sure similar mistakes do not happen again. I suppose the persons responsible for the Union's public-relations activities will learn by experience. Unfortunately, it is we chemist contractors who pay for such experience.

While it is easy to be unjustly impatient in a matter like this, after six months we may be excused for asking our leaders for more substantial results from their efforts than comfortable words, which after a time disturb rather than soothe us. Is it possible the leadership could be enriched by new blood? My suggestion is not that the "scalp hunters" could do anything to get us out of the *impasse* in which we seem to have landed ourselves. But is our approach to the Minister and to the public along the right lines? We were wrong to allow threats to be used. That mistake cost us dear. Are Mr. McAllister's publications likely to attract the public imagination or are they simply boring? Should the Pharmaceutical Society be directly represented in the Contractors' Committee? Such questions must be asked and answered, and the eve of the Pharmaceutical Council election is a good time for asking them. Are there any among the sixteen candidates who could point out a wiser course? Their election statements of policy are out soon and I am sure members will be anxiously looking for vision and leadership among them. In that respect I am glad to see that Mr. Donald Hudson is fighting his way back on to the Council. Strengthened with executive experience in both the National Pharmaceutical Union and the Pharmaceutical Society and a seasoned negotiator, Mr. Hudson has most of the qualities our profession should look for in its leaders, and above all he is one who will fight for his cause, which is our cause.

Small Retailers Hit

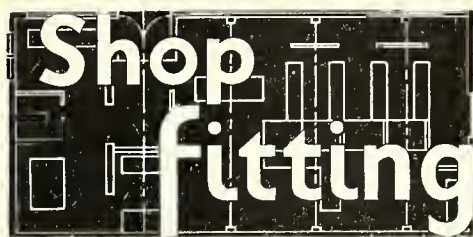
The Budget has once again hit us small shopkeepers. If prices are reduced, we lose overnight the 10 per cent. purchase-tax surcharge which we have already paid on our stocks. On cosmetics and such-like stocks bearing the old 50 per cent. purchase tax we lose a further 5 per cent. We also have to carry out a great number of price alterations, and there will be a good deal of explaining to be done to

our customers until things settle down again. Once again our post-bag will be full of notifications of price alterations, and we shall have to give them systematic attention unless we are to offend our customers. But many prices do not go down, and more trouble arises therefrom with customers. Manufacturers may plead rising costs to sop up any advantage the public might have gained, and of course there are some products of which the prices were not altered when the surcharge first went on. I cannot help feeling that the surcharge was a misconceived affair. It started off on the wrong foot because it is a tax on a tax. It cannot have produced much beyond imposing a deal of extra work and worry and loss for shopkeepers. Footling price alterations simply antagonise and disappoint everyone concerned. When filling up the complicated sale-or-return forms to claim rebate of purchase tax through cosmetic manufacturers, I steam up more and more, but I do feel real gratitude in my heart to those cosmetic manufacturers who will be shortly sending me, without any application from me, credit notes to meet some of my losses. Let us hope all the manufacturers will do it that way next time.

Costs to N.H.S.

Still speaking as a taxpayer, I have never found it to the credit of the Association of the British Pharmaceutical Industry that many of its members have for years now ignored the explicit recommendation, arising out of a parliamentary inquiry, that manufacturers should include a statement about the total cost to the Health Service of a supply of a proprietary medicine on the relevant literature they circulate to the doctors. So I was not impressed by the attempt of Mr. Bryan (advertising manager of Parke, Davis & Co.) to excuse his company's "basic N.H.S. prices" by quoting the "A.B.P.I. Code of Promotion Practices," nor by his statement "A total N.H.S. price cannot be the duty of the manufacturer to calculate because it involves so many aspects of cost outside his function or responsibility." Satisfactory "total N.H.S. cost" figures are regularly published in *Prescribers' Journal* and, of course, they make nonsense of Mr. Bryan's argument. If he would inquire of the Editor of *Prescribers' Journal*, he would no doubt be given the formula to produce the required figure. What Mr. Bryan seems to forget is that the figure Parliament wants advertised to the doctors is one that will simply inform them what it will cost the Health Service when they prescribe a proprietary medicine; a figure calculated to promote the prescribing of the proprietary is not wanted. Being a pharmacist in retail practice I find it surprising that a manufacturer should persist in publishing to my customers figures that often seriously embarrass me by making it necessary for me to discuss with them my profit margins. Putting it mildly, the procedure indicates that the A.B.P.I. has not the retailers' interests at heart.

FARE SHARES: What is surprising is that the cost of the four-day conference [of medical students in Aberdeen recently] is £5 for every student, including his fare from any part of Britain. This has been made possible by the much-maligned pharmaceutical industry—sniped at by doctors for loading their desks with circulars and samples, and by the Minister of Health for the alleged high prices of their drugs—who have provided financial support.—Pursuivant in the *Glasgow Herald*.



Shop Lighting for the Sixties

Apart from providing a necessary standard of illumination, good lighting in the retail pharmacy is something more—with many special talents—a silent but effective sales assistant.

IF a manufacturer is to enter a market with a new product he must consider many factors, the most important of which is the customer. The oft-repeated statement "Will it sell?" should be altered to read "Will he buy?" What has that to do with pharmacy lighting? The answer is that lighting—good lighting—has a two-fold job to do. To illuminate is obvious, but the second aspect, to sell the merchandise, is seriously overlooked by many retailers if the evidence of one's eyes is to be accepted.

Many shops are, it must be accepted, dull and unattractive. They offer no incentive to enter except out of sheer necessity. In that picture of gloom bad lighting is the biggest factor. Yet if any type of retail establishment should be brightly illuminated, the pharmacy is high on the list. The buying public associate the chemist with white coats as symbols of hygiene, medicine bottles as symbols of a qualification—contributory factors to an atmosphere of professional efficiency. In achieving that atmosphere, good lighting should be a prime consideration.

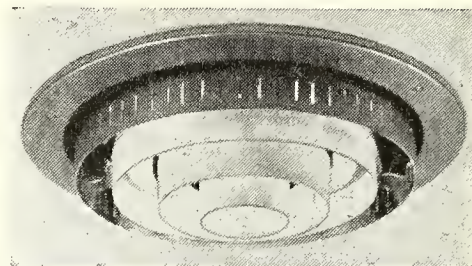
Levels of illumination in retail shops have been on the increase for well over a decade. Whereas 20 lumens per sq. ft. was regarded as sufficient some years ago, today a level of 50 lumens is likely to be looked upon as just sufficient in the same situation. The change of viewpoint has been brought about by many factors—the influence of self-service shops and supermarkets, the spread of self-selection techniques, the higher efficiency and subsequently lower operating costs of installations, competition between retailers, and the acceptance by the general public of higher levels of illumination. The result has been that the shopper has come to expect higher levels of lighting in the premises at which he makes his purchases.

A higher level of illumination by itself is only half the solution. To achieve the desired atmosphere the lighting must be arresting in its arrangement. If monotony is to be avoided some parts or features within the interior need to be accentuated, either by having a comparatively higher level of illumination generally or by the use of tungsten spotlights, etc.

Suspended Ceiling Treatments

A completely new look in a pharmacy can be achieved by the installation of one of the many suspended-ceiling treatments available today. They offer an economical way of exploiting the possibilities of premises, or of hiding ugly structural ceilings with all the old-fashioned pipes, ducts, wires, etc. A suspended ceiling has the advantage of drastically changing the impression made on the customer by altering the physical shape of the interior.

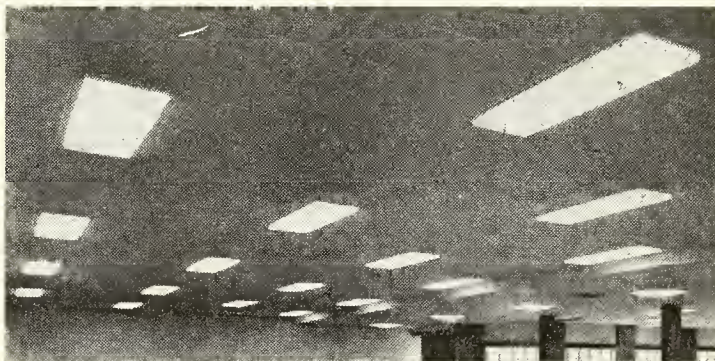
Suspended ceilings are associated, in many people's minds, with large areas and big stores, but they are in fact easily applied to the smaller shop. They may be divided broadly into three categories: the flexible-grid system, the luminous ceiling, and the acoustic-tile ceiling. The flexible grid system is a grid framework, regular or irregular in arrangement, in which the supported lighting units may be changed in position. "Infill panels," finished in various colours and textures, or cut to receive tungsten fittings, are also interchangeable within the basic design. Some grids are normally left open, and the structural ceiling painted black or a dark



Semi-recessed tungsten fittings provide a good means of achieving "emphasis" lighting in interiors and windows. The above fitting is designed for use with a 150 or 200 watt lamp, and is approximately 12 in. in diameter.

colour to "throw it back." The luminous ceiling consists of a framework supporting a diffusing material, such as translucent panels or sheets of corrugated plastic, above which the fluorescent lighting fittings are situated. The acoustic-tile ceiling is one in which a framework, with regular "module," supports one of the many types of proprietary acoustic tiles, and the ceiling is fitted with recessed fluorescent units, the individual fittings having one of a number of various undersides.

It would need a great deal of space adequately to cover suspended-ceiling treatment, but reference to the illustrations will serve as a guide to the main types. Expert advice is, of course, essential and the design and general layout



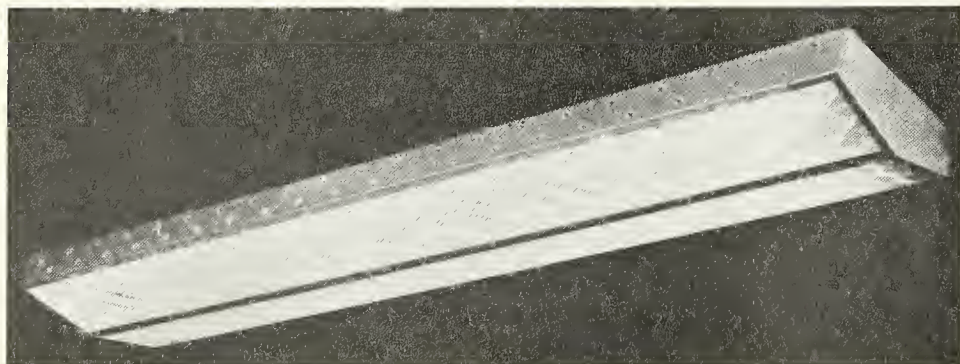
An acoustic tile ceiling with recessed fluorescent fittings that have an underside of dish-shaped Perspex.

should be left to the lighting engineer so that the maximum economy can be achieved.

A useful variation on the theme is the Brite-Glo packaged ceiling, a unit supplied in two sizes 6 x 4 ft. (standard) and 6 x 2 ft. (junior). The larger unit consists of two 5-ft. 80-watt batten fittings mounted to the ceiling, with short chains supporting a 6 x 4-ft. framework. The framework is divided into six 2-ft. square openings, and into each opening a formed translucent dish is placed. Each packaged unit is complete, ready to install—even the fluorescent lamps are supplied. The chain suspension cannot be seen, and the impression is of a "floating" luminous ceiling. That type of unit is particularly useful for accentuating particular areas. Perfumery and photographic sections may be given a "new look" in that way.

For General Lighting

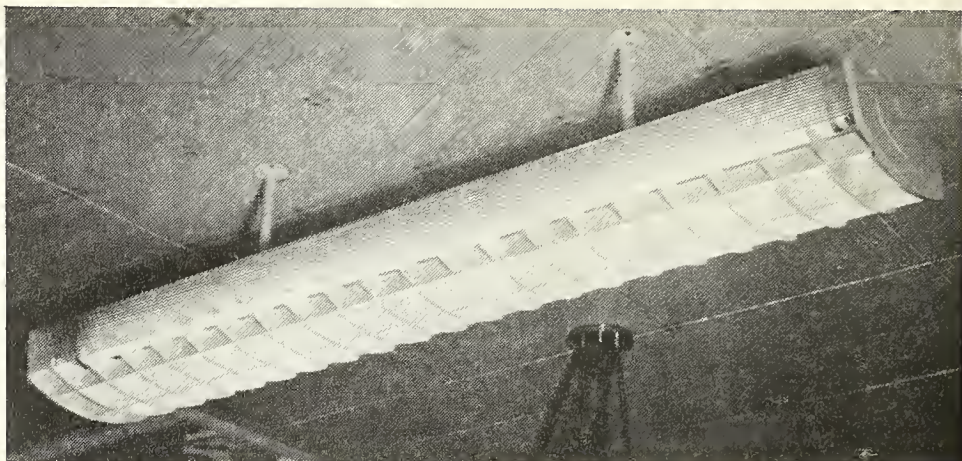
Individual fluorescent fittings are perhaps the most common form for general lighting. The choice of fittings is wide—from the simple open batten fittings to the large multi-light units. Whilst open batten fittings give out the maximum unimpeded light, there is a danger that too much glare may result, especially when used to achieve higher levels of illumination.



A fitting designed for use with two 5-foot, 80-watt lamps that can be ceiling or pendant mounted.

Choice of lighting fittings should be related to the particular interior. Each shop is an individual establishment, and there is no hard-and-fast rule to adopt. The only guiding factor in choice of design is that a fitting with clean, simple lines is more likely to blend in the smaller shop than a fitting with distinctive design characteristics. An electrical contractor is able to give expert recommendations on the positions the fittings should occupy and for those who wish to experiment there is often plenty of scope. The aim is, of course, to provide a lighting installation that is attractive, interesting and functional.

Fluorescent lighting may be adapted to many uses. Pelmet lighting provides an economical way of giving an air of spaciousness and also of illuminating wall fittings and shelving. The faces of the pelmets may be inset with transparent signs to serve as an extra help to customers. That is especially important if self-selection techniques are be-



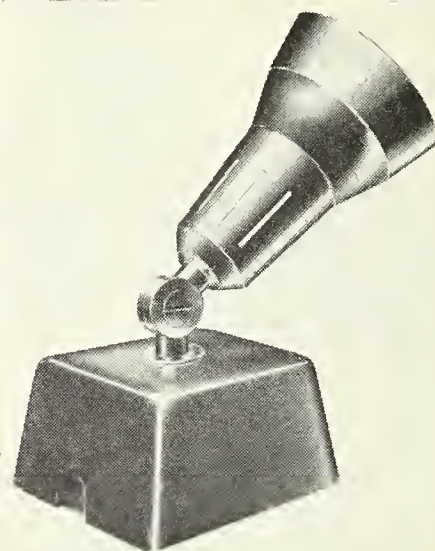
This typical pendant fitting is ideal for general interior illumination. It is designed for use with two 5-foot, 80-watt lamps. The curved metal louvre and reeded glass side panels diminish the glare.

ing adopted. Fluorescent lamps with reflectors placed on the undersides of the shelves to illuminate the merchandise on the shelf below, offer another practical way of encouraging sales.

The glass-fronted showcases, that are to be seen in many chemists' shops act as mirrors, and reflect the general interior, so that the merchandise within the showcase is often difficult to see. If, however, the interior of the showcase is illuminated, the glass reflections are eliminated and customers are enabled to see a wider range of goods.

notice board may be given extra impact by directing a tungsten spotlight on to its surface.

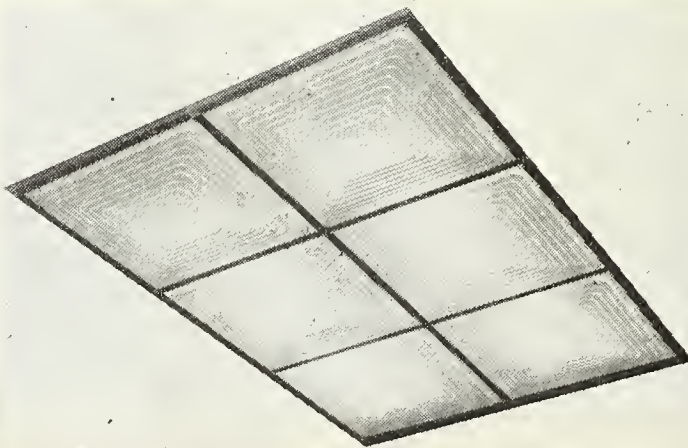
For "emphasis" lighting tungsten fittings are excellent, providing interest,



A low voltage spotlight incorporating a transformer. This fitting can be plugged into the mains.

Illuminated interior signs can also help to sell goods. They are particularly valuable if the shop is divided into sections. A comprehensive sign, listing some of the merchandise that is not fully displayed is another useful sales aid. The sign should not be too bright, but must be seen. A non-illuminated

"sparkle" and form. Even the most antiquated interior can be transformed with the aid of a few tungsten fittings directing light where it will do the most good. The tungsten fitting is the most versatile lighting tool at the retailer's disposal. The free-standing, movable type of spotlight may be changed in

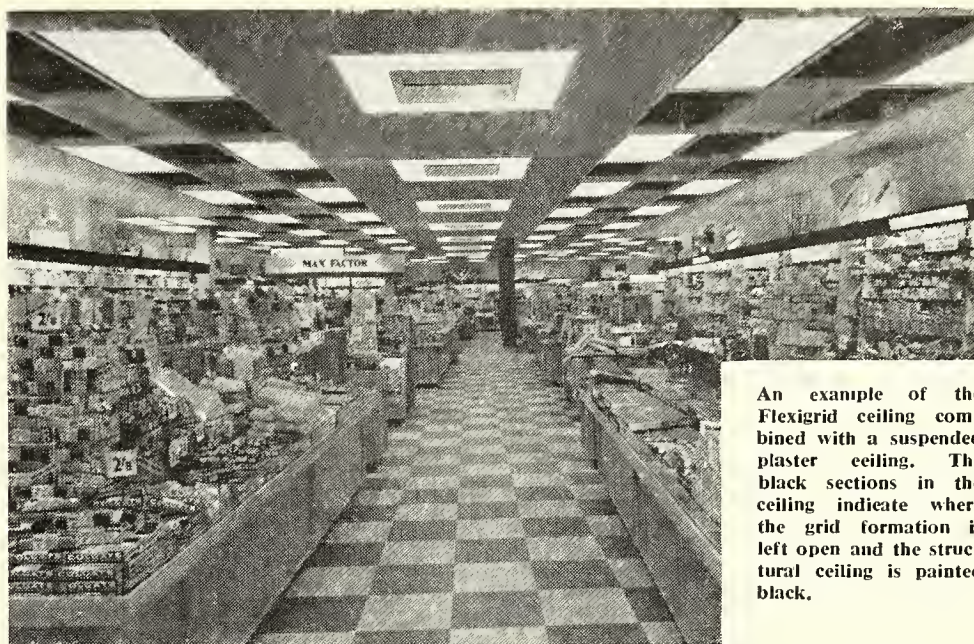


The Brite-Glo packaged ceiling. The standard 6 x 4 ft. is ideal for use over special sales areas or counters, it also provides an economical "floating" ceiling treatment for general lighting in the smaller shop. A junior 6 x 2 ft. version is also available.

position every so often to provide a different "picture." The low-voltage spotlight gives a concentrated beam and is particularly useful. It needs a transformer. The majority are equipped with separate transformers, but some low-voltage units have the transformer housed within the fitting itself. They may be plugged straight into the mains supply.

The shop window in the average pharmacy is usually relatively small and it is almost traditional that the widest variety of merchandise as possible is displayed in it. The question of display is outside the scope of this article, but lighting plays a fundamental part in improving the display potentialities. Fluorescent lighting above an egg-crate louvre, with emphasis lighting provided by tungsten units, fittings with mercury lamps, portable spotlight fittings—the choice and variation is wide. The important thing to remember is that the window is the first point of contact with your customer. The problem needs to be approached critically, and comparisons with neighbouring premises made. Customers can buy in other shops much of the merchandise the pharmacist sells; they must be attracted and induced to enter.

Exterior illuminated signs need to be chosen with care to avoid overpowering effects.



An example of the Flexigrid ceiling combined with a suspended plaster ceiling. The black sections in the ceiling indicate where the grid formation is left open and the structural ceiling is painted black.

One last point that is often overlooked concerns the lighting of stockrooms. Even some forward-looking retailers with attractive, modern shops rely in their stockroom solely upon one or two bare tungsten lamps. Adequate lighting in the stockroom cuts down mistakes, reduces breakages and avoids eyestrain, which can result from continually passing from a bright to a dull interior.

Not for nothing has lighting been called the "silent salesman." Whether or not the salesman works efficiently for the chemist affects his profits. Trading figures are determined by many factors—from the smile on the salesman's face when a customer comes in to the profit margin on particular merchandise.

You must have lighting, so why not let it do the job efficiently?

Replanning the Pharmacy

When and how to go about it

THE aim of all retailers, large and small, to increase profits, is achieved through greater turnover, higher profit margins, lower overheads or more efficient trading operations. Generally the reasons for a successful year are a combination of those factors in varying proportions.

Greater turnover is perhaps the most obvious way in which to increase profits, and achieving it means that either one must attract more customers or encourage them to purchase more goods; if both can be achieved, then the retailer is well placed indeed.

Some years ago the borderline between the various retail outlets—chemists, grocers, confectioners, etc., was more or less rigid, but the position is changing, and changing fast. Today even the confectioner will sell toothpaste, toiletries and "patent" medicines. The grocer may sell all those plus a few more items that were once considered the province of the chemist. That is stating the obvious, but the lesson to be learned is that the customer—the all-important person in the situation—can pick and choose where he or she will buy a particular commodity from a wide range of shops in different trades. Competition is fierce, not only from other small retailers but from the well-organised department

stores, and chain and multiple shops.

Unfortunately, in face of that set of circumstances, many chemists' shops continue to present to the shopper an appearance of confusion. The shop itself is dull, dark and unattractive. The counter is piled high with glass-fronted showcases. All that can be seen of the assistant is a nose, a pair of eyes and the top of a head. The customer, literally on her toes, makes her purchase by paying her money into a hand which has craned its way over the top. Occasionally the chemist clears a small counter space between the showcases, but being content too often with a mere slit between fixtures.

The modern pharmacy, specially created for current needs, presents a completely opposite picture. The exterior and interior are well illuminated, merchandise is laid out in bin-top counters, labelled and priced, and carefully grouped.

Redesigning the Pharmacy

Changing from one layout to the other presents, of course, certain problems. There is certainly no one answer that will satisfy everybody in the question of shopfitting layouts. If, however, it is decided to refit the pharmacy that is a job for the expert—the reputable shopfitter. Given a clear brief-

ing and an approximate idea of how much money is available, the shopfitter can get to work. He has to consider three main things: The merchandise carried—(type, size, group, etc.); the structural considerations (size, height, pillars, etc.), and the selling techniques (traditional counter service, self-selection, or a combination of both). Armed with that information, and many other answers to what appear pertinent questions, the shopfitter can examine the overall problem and suggest a scheme within the proposed budget.

Choosing a shopfitter is often the most difficult problem for the average retailer. A small shopfitter with limited overheads, and limited workshop capacity, may tender a low price, but the bulk of the work may often have to be carried out on site, with subsequent loss of trading days. The large shopfitter may put in a higher price but, with his larger workshop facilities, he is able to make much of the equipment in his factory, demanding less time on site. The larger shopfitter also has design departments, specialising in retail premises development. It is therefore wise to look a little beyond the apparent conclusion that the small shopfitter must naturally be more economical, or that the lowest tender is necessarily the cheapest in the long run.

There are, of course, many improvements that can be made by the retailer himself so as to give his shop a more inviting appearance, but major jobs should certainly be left to the experts. One type of improvement that can most quickly be carried out is a new coat of paint on walls and ceiling, coupled with a thorough cleaning of lighting fittings (as much as 50 per cent. of light is often lost through dust and dirt). The merchandise, too, may be presented in a more attractive manner. It is a logical improvement to divide the shop into various sections (perfumery, photo-

graphic, dispensing, toiletries, etc.). Even in the pharmacy self-selection may usually be encouraged (with advantage to the turnover) by means of open shelving.

Going further into the problem suggests other desired changes, becoming more ambitious and more complicated. It becomes necessary to call a halt and bring in the expert, who not only has the craftsmanship but also the experience and know-how in modern retailing techniques.

The guiding principle, when considering one's own shop, is to try and

look at it from the customers' point of view. Is it a pleasant place in which to shop? Is the merchandise well presented? Is there an "atmosphere" of friendliness and service? Those and many other questions provide a valuable barometer which, when allied with sales evidence indicates whether action needs to be taken. Perhaps the best advice that can be given is that, if a do-it-yourself exercise takes the retailer away from his main job for an appreciable time, then he should abandon his own work on it and seek the aid of a specialist.

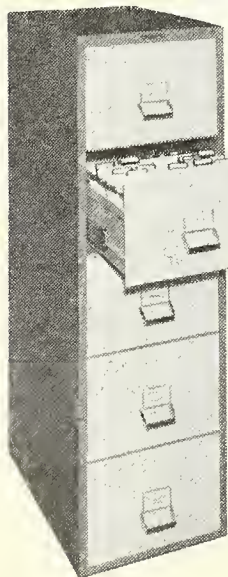
Filing Information on New Drugs

SOME AIDS FOR THE BUSY PHARMACIST

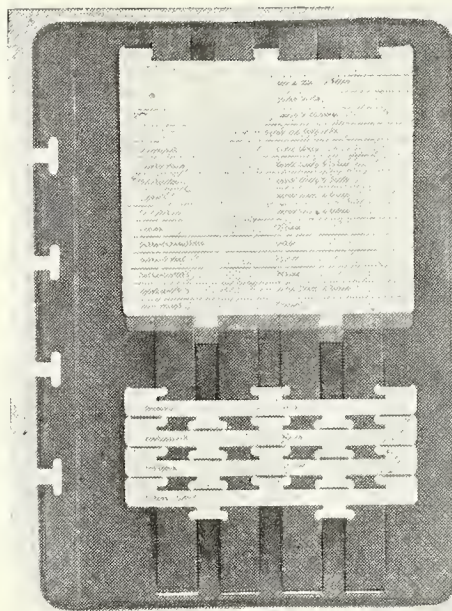
ONE of the important points mentioned in the Report of the Committee on the General Practice of Pharmacy was that a pharmacist must not only know how to prepare medicines but also be thoroughly acquainted with their properties and the circumstances in which they may be safely used. As the number of prescriptions calling for proprietaries rises year by year it is axiomatic that the pharmacist must become increasingly dependent for such information on literature from the manufacturers and on cuttings from the various journals he takes. The standard text-books are of no benefit where really new drugs are concerned.

The pharmacist's task of keeping up-to-date with new "ethicals" is, of course, lightened by such abstracts as "Guide to New Medicaments," which is a regular feature of THE CHEMIST AND DRUGGIST, and which is presented in suitable form for cutting out and sticking on to standard file cards. While the information given is necessarily abbreviated, it may be all that is required in most circumstances. But if doctors inquire for details otherwise than verbally it may be necessary to copy out the information—a time-consuming (and therefore a money consuming procedure). It is as well, therefore, to save all manufacturers' leaflets and booklets, at least for a time, against such an eventuality. Every post nowadays seems to bring leaflets and brochures on new products, etc., and, as some may prove useful later on, every business, however small, should have a good system of filing.

How to file leaflets so that they may be found quickly, not only by the filer but by the



SPACE SAVING CABINET: Only 7½ in. taller than a normal four-drawer file the Remington Regal 5 claims to have 50 per cent. more capacity. Remington Rand, Ltd.



The Kalamazoo strip index in use as a cross-reference. Sheets of strips are supplied in convenient length for typing or writing. Part of a sheet is seen at foot preparatory to separation and insertion into the index binder, Kalamazoo, Ltd.

whole staff has engaged the attention of all proprietors at one period or another. The systems mentioned below make up only a small segment of a wide circle of business equipment now available for the purpose. They may be adapted easily to fit individual requirements.

Once the method of filing has been decided on, whether under manufacturer's or product name, or even under the name of the disease for which the product is to be used, a good filing cabinet, of which there are many on the market, is necessary. The cabinet illustrated is supplied by Remington Rand, Ltd., 65 Holborn Viaduct, London, E.C.1, who claim that two of their Regal five-drawer cabinets take more than three normal four-drawer cabinets yet are only 7 in. taller. In conventional four-drawer 24-in. deep cabinets there are eighty-five filing in. per cabinet. The 28-in. deep Regal five-drawer gives 130 filing in. per cabinet. The Regal range is available in four-, three-, two- and single-drawer cabinets.

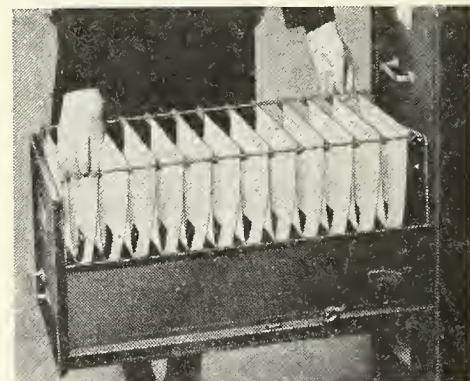
The same company also supply a series of heavy cloth pockets for suspending by metal riders from a stiff wire frame that can be made to fit any

size of file drawer. Known as the Flexi-file, the pockets are most useful for catalogues, price lists and other bulky publications because they are held erect, making filing easy and reference simple.

Whichever method of filing is employed, the use of some form of cross-reference is now essential, owing to the multiplicity of drugs containing the same ingredients or slight variations of them. Ordinary file cards may be used on which references are entered giving the location of the literature, but the disadvantage of that method is that a card can easily be misfiled or lost.

Strip Index

Various refinements of that basic system now on the market overcome that trouble. One such is the strip index made by Kalamazoo, Ltd., Northfield, Birmingham, 31. It makes use of thin card strips designed so that they may be instantly slipped into special pages of a loose-leaf binder. The strips are obtainable in five sizes and five colours, and may be used for hand-written or typewritten information. Only a moment is needed to insert the new entry in alphabetical position or remove an obsolete entry, and the makers claim that one binder holds up to 5,000 strips. The illustration shows a method applied to bring together numerous prednisolone preparations. The manufacturer's name is given beside each entry, and that presumably would lead the inquirer to the relevant literature filed under the manufacturer's name.



FOR BULKY PUBLICATIONS: The Flexi-file, which fits exactly into any file drawer keeps catalogues and price lists upright and easily accessible. Remington Rand, Ltd.

Unfair to Burglars

SECURITY PRECAUTIONS THAT PHARMACISTS SHOULD TAKE

FROM the insurer's point of view, pharmacies are now looked upon as one of the worst risks. Claims made by chemists for goods burgled, and for replacement of windows and other fittings broken by the intruders in the course of forcing an entry, etc., have increased so rapidly over the past five years that insurance cover is becoming more and more difficult for the pharmacist to arrange unless the insurance company is satisfied that every precaution against loss is being taken.

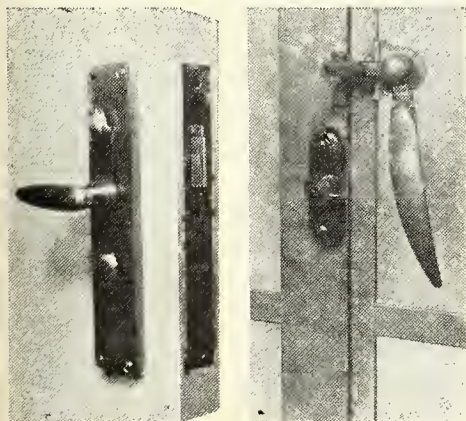
Until recently, insurance has often been cheaper than prevention, but that short-sighted attitude, if it still exists, is not likely to survive much longer. In any case the insurance cover recompenses only for monetary losses, not for the numerous inconveniences that arise from a burglary. The time and trouble expended in taking precautions are small compared with those inconveniences. It is not surprising, therefore, that the Chemists' Mutual Insurance Co., Ltd., in its latest annual report, says: "Members must be even more security minded. The increasingly expensive nature of the many items of stock now held make adequate safeguards imperative."

The following are some of the precautions which insurers usually insist upon:—

1. **DOORS:** Providing external doors with a mortise deadlock and all other doors with two stout bolts and a lock.
2. **SKYLIGHTS, BACK WINDOWS, etc.:** Fitting skylights and back windows with iron bars at no more than 5-in. intervals.
3. **FANLIGHTS:** Providing fanlights with an iron bar to prevent opening more than 5 in.
4. **SHOW WINDOWS:** Protecting window shows of expensive items by means of strong internal metal grilles.

Doors.

Increased competition from chain and other stores has led an increasing number of proprietors to install new shopfronts. The design of doors has



MODERN LOCKS: Left: A 3-in. mortise locking latch specially designed for front doors. Cost from 86s. 6d. Right: A lock for metal windows and fanlights. A turn of the catch secures the window, unlocking is by key; lock and key, 12s. 9d. Makers: Chubb & Sons Lock & Safe Co., Ltd.



PROTECTING WINDOW DISPLAYS: Steel grilles in night position protecting expensive equipment from the smash-and-grab raider but permitting viewing by potential customers. The grilles in the windows above were supplied by Rely-a-Bell Burglar & Fire Alarm Co., Ltd., 54 Wilson Street, London, E.C.2.

tended towards employing a greater area of glass, with corresponding reduction in width of the wooden "style"—sometimes to the point at which the efficiency of the lock is impaired. Whenever a new door is fitted, the door style should be wide enough to allow the most efficient type of mortise deadlock to be incorporated. Locks on the market today are much improved in quality, and a wide range of locks are available against which skeleton keys are useless. They include a number of special security devices to give protection both against "picking" and against the hacksaw and drill. In certain locks the bolt becomes practically encased in a steel box when the key is turned, thus affording useful protection against the jemmy. Armour-plated glass doors are usually supplied with locks that satisfy insurance companies. Despite the availability of those reasonably priced modern locks, many pharmacists still have the same locks fitted to their old doors today as were fixed when the premises were occupied decades ago. Such locks have long since proved not to offer any deterrent to the criminal.

Skylights, Back Windows

Little protection from the burglar, however, is gained if attention is paid to the front door only, and leaving the rest of the premises an easy target. Skylights and back windows, for instance, should be equally protected. Back windows should be fitted with iron bars at least $\frac{1}{2}$ in. in diameter, and should be let into the brickwork, preferably on the inside. The work entailed in fitting the iron bars may prove expensive, and pharmacists may find one or other of the new devices on the market a cheaper, yet still satisfactory, means of protection.

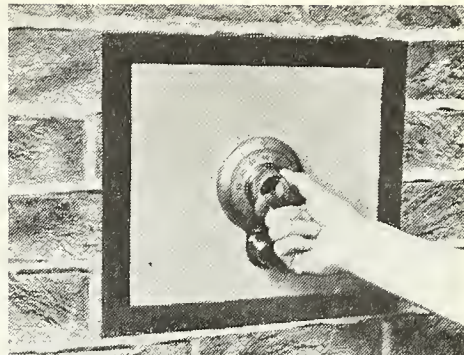
Special locks are available that prevent a thief from opening a window after he has adopted the familiar practice of breaking a pane of glass small enough to let the hand through. Windows may also be "wired" unobtrusively so that an alarm rings when the window is forced open. At least one company makes a frame from special flex that is fitted close to the window. Anyone trying to open the window after breaking the glass has to bend the flex to get his hand through. That action causes a break in the circuit, which in turn sounds an alarm either on the premises or elsewhere.

Windows

Highly - priced cameras, electric shavers, perfumes, etc., on display in windows are frequent targets for the smash-and-grab raider, as evidenced by the number of such raids reported in *THE CHEMIST AND DRUGGIST*. Those expensive articles can, of course, be taken out of the window and locked up in a safer place each night but, apart from the fact that such procedure is time-consuming, that routine has serious disadvantages. The frequent handling of the goods can soon make them shop-soiled. Furthermore the shop window is a valuable salesman at all times, so that to remove the items may lose the owner the possibility of a sale. So far as cameras are concerned, it is generally agreed that intending buyers prefer to view them first in the window. Much of the window gazing is done outside business hours, so that the window displaying goods at those times is more likely to effect a sale later than is the empty one. When the customer finally decides to make a purchase, he has a good idea, before approaching the assistant in the shop, of the kind of camera he wants and



WALL SAFES: Left: Two-brick key-operated safe costing £7 6s. 9d. Right: Five-brick safe with three-wheel keyless lock costing £31 0s. 10d. Both are made by Chubb & Sons Lock and Safe Co., Ltd., 14 Tottenham Street, London, W.1.



the price he wishes to pay. The alternative to removing the goods is to fit one of the modern steel grilles that are today offered in various finishes to match existing decoration schemes. The grille can be pulled up and down as easily as a window blind, and when not in use is housed out of sight behind a pelmet or similar fitting. When lowered it is locked to the floor of the window, and in that position it does not interfere with the view of the display. Naturally the most expensive items in the window should be placed as far from the glass as possible. A rough estimate for supplying and fitting a steel grille to a window is £2 per sq. ft. The grille need only be high enough to prevent a burglar from being able to reach over to get at the goods through a hole in the glass. If required, the window can be "wired" so that an alarm bell rings when the glass is broken.

Safes

Although stolen cameras, perfumes and the like appear to have a ready market for the burglar, there is no doubt at all that the most attractive item to him is money. To say that all cash left on the premises should be put away in a safe place at night is, of course, to state the obvious. Except at banks, three of every four safes in use at the present time for the purpose are estimated to be inadequate and out of date. With the explosives that the burglars can now obtain, they can blast off the back of an old safe in a matter of minutes, and the safe may even be trundled out to a waiting vehicle and blown elsewhere. What, then, can be done when the cash is not put in the night safe of a bank? A number of small safes designed for installation in some inconspicuous position are available. Besides being irremovable, fire-proof and strong, they have the great advantage that their presence is unsuspected by the burglar.

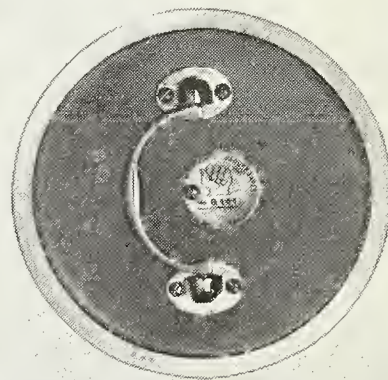
Alarms

Two schools of thought seem to prevail on the efficiency of strident alarms. One side declares that burglars hate noise and will give up their evil intentions immediately the alarm is sounded. The other side say that such reasoning is theoretical, and that what usually happens is that the intruder lets the bell ring long enough to get inside the premises and then puts it out of action, relying on the shortage of police and the fact that passers-by often ignore the bells. The belief of the latter school

is that the best alarm system is one which the burglar does not hear but which the police do. The methods available include concealed contacts, closed-circuit wiring, pressure devices, infra-red rays and ultrasonics. When

an intruder enters any part of the premises that has been protected, an automatic transmitter dials 999 and a pre-recorded tape announces the name and address of the premises to the police and states that unlawful entry has been made. The method has been in use a number of years and has occasionally been circumvented when the firm's own telephone wire has been employed to telephone the police. More recently central alarm stations have been installed in large cities. Here use is made of private telephone wires (which of course cost more) and the chances of the wire being tampered with are negligible.

No system is 100 per cent. burglar-proof. Given sufficient free time, the highly trained burglar will break his way into anything. It is therefore essential that as many obstacles as possible be put in his way to make his task so difficult that it is not worth his while.



FOR CONCEALMENT: The model 12 safe made in two sizes by Secure Safes (Coventry), Ltd., 2 Mitre Court, Cheapside, London, E.C.2, is usually fitted into the floor and then concealed. It is fitted with a seven-lever lock and a security bolt. Cost, including purchase tax, £25 16s.

LOOKING AFTER THE SHOP

Demountable Partitioning.—Compactom, Ltd., Oxgate Lane, London, N.W.2, are specialists in demountable partitioning in standardised units, if necessary without fixings to walls or floors, and if necessary with interchangeable door units designed to incorporate such things as light switches.

Long-lasting Whiteness in a Paint.—A new white paint that, it is claimed, "not only stays white under all normal conditions, but also stays white under the extreme conditions of polluted atmospheres, darkness, high temperatures, boiling water, fumes, and in difficult industrial conditions" has been introduced by A. Sanderson & Co., Ltd., Hull, Yorks. Marketed under the brand name "Kingston Stawhite," the paint is suitable for both external and internal use and is claimed to withstand prolonged temperatures up to 250° F. with no sign of yellowing.

Vinyl Water Paints.—The vinyl water paints of Vinyl Products, Ltd., Butter Hill, Carshalton, Surrey, are highly loaded emulsion paints designed as alternatives to oil-bound distempers and water paints and based on acrylate copolymers. The compound used is understood to have high pigment-binding properties giving high covering power, and to be easier and quicker

to apply than oil-bound distempers. Their good alkali resistance enables them to be applied to new wall surfaces without risk of discoloration or loss of adhesion.

Protecting Displays Against the Sun.—Though sunshine brings out the shoppers, it poses problems for the shopkeeper, fading or discolouring goods exposed to it for any length of time. Draping the inside of the window with transparent blinds prevents fading but is unsightly and may alter the colour value of the goods on display. A newly introduced chemical light filter, Antisol, distributed by Antisol Developments, 28 Blackfriars Street, Manchester, 3 (a division of Anglo-Swiss Chemical Products, Ltd.), when applied to the inside of windows and showcases filters out the ultra-violet rays of the sun. It is described as "for all practical purposes transparent and colourless." For best results Antisol requires to be applied by trained operators using specially developed equipment. It is therefore in the hands of appointed contractors. Windows may be redressed less than four hours after application, and one application gives protection guaranteed for one year and, with care, effective up to five years or more.

Heating the Pharmacy

A comfortable environment is essential for both customer and assistant if maximum sales are to be achieved.

THERE are a number of main types of heating systems. Some use circulating hot water, others warm air; some are based on heated floors, while an infrared system heats by use of gas or electric power.

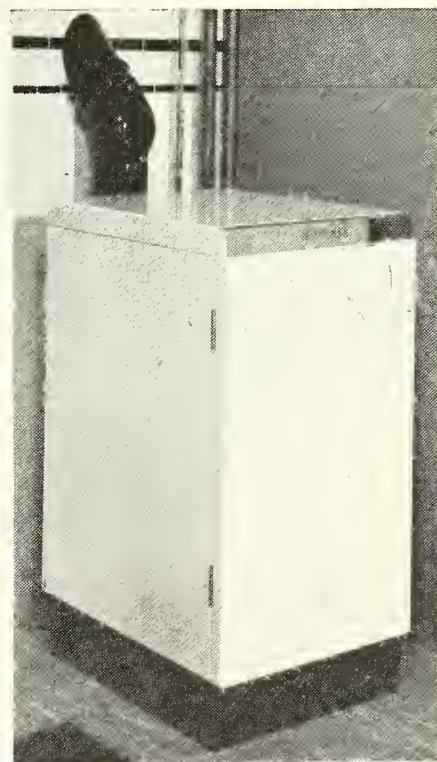
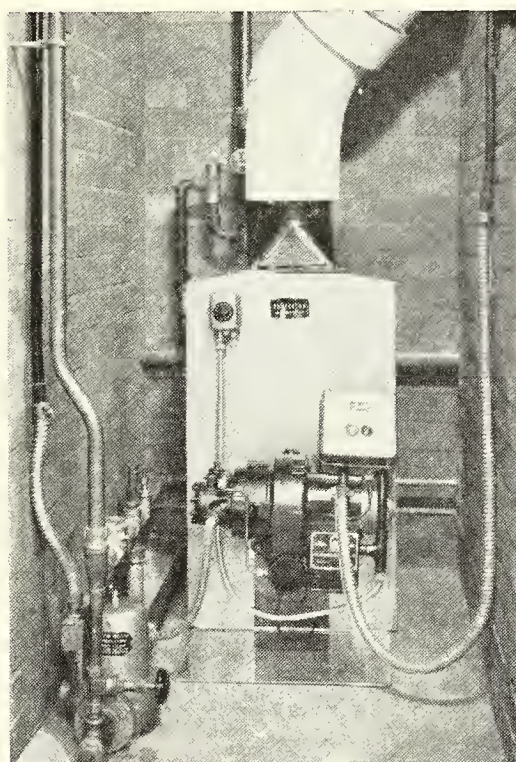
The most usual method of central heating is that in which a water boiler is connected to radiators and pipes. The system operates by gravity circulation, colder, denser water continuously displacing hot. During recent years a small-bore system has been introduced in which the water is circulated not by gravity but by a small electric pump. The new system permits the use of pipes only $\frac{1}{2}$ -in. in diameter and of correspondingly neater and smaller radiators, an important consideration in the pharmacy, where floor and wall space are needed as either a "selling or storage area."

When a pharmacy is being constructed, or preferably earlier (at the drawing-board stage), the distribution of warm air through ducts may well be considered. The warmth is imparted to the air when it is propelled by a fan over the fins of a heat exchanger fed by hot water from a boiler, or over surfaces that are heated by gas or oil burners. For a pharmacy already in operation the installation of special ducting is often, it will be appreciated, difficult and uneconomical.

Besides a multiplicity of heating systems there are also various types of fuel—solid fuel, oil, gas and electric power. The permutations available to anyone deciding to install central heating in the pharmacy are thus extensive, and each method and system must be considered and evaluated.

Fuels or Power

The cheapest fuel is coke—often a hard coke—that is available in certain graded sizes according to the requirements of different appliances. The quality is usually consistent but for one ton of fuel about 80 cu. ft. of storage space is needed. Anthracite is less bulky and usually burns longer than coke, but is more expensive and sometimes diffi-



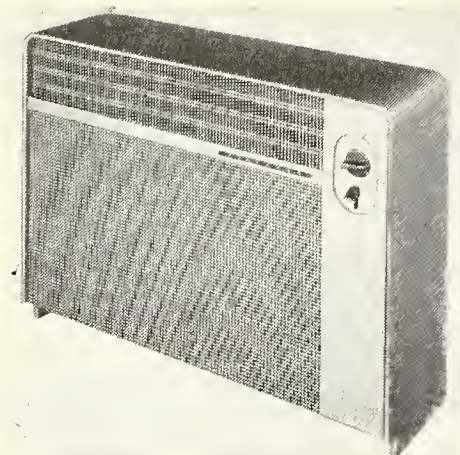
Left: A medium-sized oil-fired heating installation, Right: A Diplomat gas-fired boiler (Thomas Potterton, Ltd., Buckhold Road, Wandsworth, London, S.W.18).

cult to obtain in certain areas. Two kinds of oil fuels available for the smaller central heating systems are light domestic fuel oil (sometimes referred to as 35-sec. oil) and the lighter oil, kerosene. Gas requires no storage space and responds with the utmost flexibility to automatic control. Electrical heating systems have the advantage that they do not require venting for products of combustion, nor do they involve the ordering or storage of fuel.

Solid-fuel Appliances

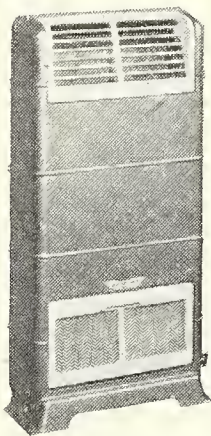
A bewildering variety of solid-fuel appliances exist for room, water and central heating. For the pharmacy the smallest than can be considered is the well known domestic hot-water boiler, often referred to as the "pot" type of

boiler because of the shape of its fire box. Larger sizes can cope with heating one or more radiators, and may well be considered for the smaller pharmacy. Most are fitted with a thermostat device to control the rate of combustion. All approved boilers conform to British Standard specifications in matters like shaking grates, minimum fire-box capacity (to ensure overnight burning), adequate ash-pans and minimum efficiency. They use a wide variety of smokeless fuels of nut size. Sectional central-heating boilers are made of cast iron, usually designed with standard front and back sections and with one or more intermediate sections according to the output required. There are also gravity-fed or magazine boilers that utilise a hopper from which the fuel



The DRUGasar balanced flue gas space heater, a type of heater that should be fitted on an outside wall (F. A. Borchardt, Ltd., 506 High Road, Chiswick, London, W.4).

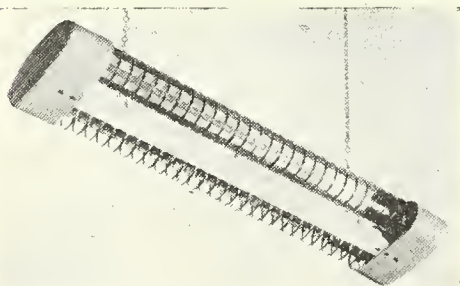
No flue connections are necessary for the Cannon gas radiator (Cannon (GA), Ltd., Deepfields, Bilston, Staffs).



(small anthracite grains, peas or beans) are fed by gravity into the fire at the base. The air supply is usually provided by a small electric fan operated by a thermostat; a small but intense fire fuses the ash into clinker, which is easily removed. Removing the clinker and topping up the fuel hopper is an operation that need take only, say, 5 minutes in 24 hours in cold weather, and twice in three days in milder weather. The Coal Utilisation Council issues lists of approved appliances as a guide to the intending purchaser of equipment.

Oil-fired Appliances

Oil-fired appliances may be divided into two categories: those that burn light domestic fuel oil and those that consume kerosine. The light domestic fuel oil is usually burned by being forced from a fine jet at high pressure. A forced draught is also used, and electric ignition is provided (broadly similar to that of a motor car). The pressure jet burner is a little noisy, and therefore requires a separate "boiler house." For the smaller units, kerosine is burned in vaporising burners, which generally operate silently and can therefore be installed in the pharmacy with-



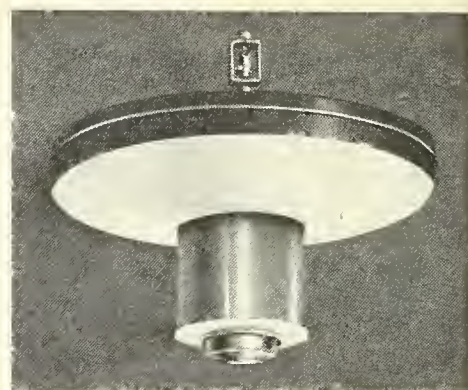
Twinstreak industrial infra-red heater (E. K. Cole, Ltd., Southend).



An overhead gas space heater (Bratt Colbran, Ltd., 143 Sloane Street, London, S.W.1).

out causing annoyance. Neither type of unit operates at fluctuating rates of output; they either stop completely or run at maximum capacity.

Gas-operated boilers, air heaters, etc., can be fixed in almost any position in which fresh air can get in and flue gases out. In order to obtain the best and most economical use from a gas boiler or warm-air heater it should have suitable time and temperature controls. Gas boilers are usually more compact than for any other fuels and are virtually silent in operation. All approved gas boilers are fitted with controls for safe lighting. In many models the control is of the electric type that, in addition to ensuring safe lighting, shuts off the boiler completely if the supply of gas becomes interrupted at any time. One type of boiler with an output sufficient for the requirements of a small pharmacy can be fixed to the wall, and thus take up no floor space. Generally the design of the units is such that it is almost impossible to cause them to operate at less than their optimum efficiency. Gas-operated warm-air heaters may be used either selectively for individual rooms or to provide background heating throughout the pharmacy and store-rooms in the coldest weather. Such systems are quite economical to run. During the past few years there has been almost a revolution in the design of the individual gas heater, and models are now available that are modern in conception and finish and will blend well into most pharmacy layouts. Many of the smaller models require



The Golden Glow low-pressure gas suspension heater (Radiant Heating, Ltd., Barnsbury Park, London, N.1).

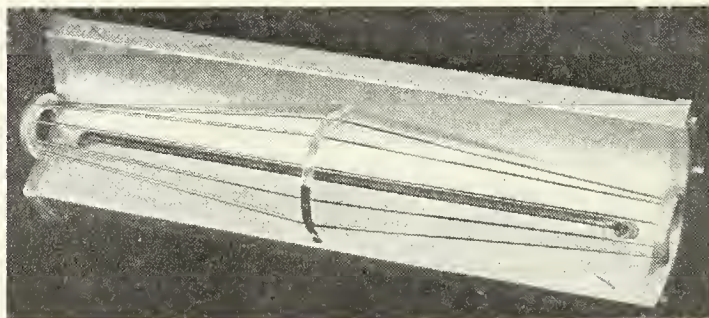
no flue, but generally they have a connection to fresh air through an exterior wall. Many units, too, are built to ensure that the outer casing is kept reasonably cold, so as to avoid accidents or the discoloration to surrounding walls, etc. In large buildings, and where available floor space is restricted, gas units for space heating may be suspended from the ceiling. Some of the units are designed effectively to emit and distribute radiant heat; such units are of special value where frequent air changes and heat losses occur. Before considering their installation, however, technical advice should be obtained in order to ensure that the fittings used are appropriate.

Electricity

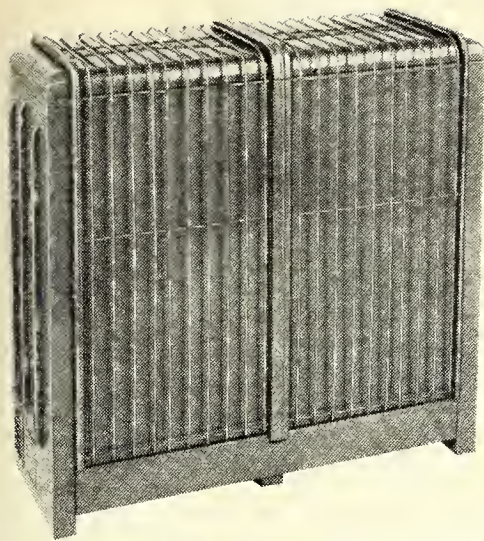
Electricity for modern shop heating may be applied in a number of ways: by the storage system (either by heating the floors or by the use of separate block-storage heaters); by low-temperature tubular heaters; or by means of infra-red heaters.

In electric floor warming the heating cables may be embedded either in the concrete floors when they are constructed, or in small metal ducts. Concrete has a large capacity for holding heat, and that characteristic is utilised to enable current to be taken during the night, when the reduced load on the power stations enables electricity to be supplied at a lower price. If the building has adequate thermal capacity—that is, if it is of solid construction—it will store enough heat to enable electricity to be taken exclusively at night at an off-peak rate for all the requirements of the building. Whether the cables are laid in a conduit or simply buried in the concrete, the electric loading usually varies between 10 to 12½ watts per sq. ft. of floor warming. A number of block storage heaters may be used to provide similar com-

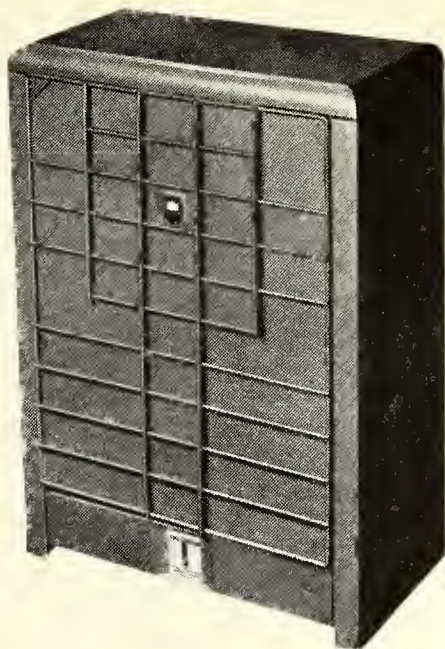
fort conditions; they are self-contained units consisting of an electric resistance heater of suitable loading (1, 2 or 2½ kilowatts) surrounded by heavy



Infra-red heater for high or low mounting (Heatrae, Ltd., Heatrae Works, Norwich).



Thermostor storage heater with 3-kilowatt loading; also available are 1½-, 2- and 2½-kw. models (Ekeo Heating and Electrical, Ltd., Southend-on-Sea). At right: Thermodare block storage heater (Thermodare (Great Britain), Ltd., 94 Petty France, London, S.W.1).



blocks of firebricks or similar refractory material to hold the heat produced. In spite of their considerable weight, the units are not unduly bulky and occupy a relatively small area. Again the most economical method is to utilise off-peak period rates by means of an automatic time switch. Modified floor warming in an office or stockroom can also be provided by means of an electric carpet or underlay incorporating electric heating wires. Tubular electric heaters are also suitable for shop heating. Made in lengths from 2 ft. to 17 ft. in multiples of a foot, they are available in circular or oval shape with holders fixing to the floor or wall. The standard electricity consumption is 60 watts per ft. run, which in ordinary conditions gives a surface temperature of about 180° F. The tubes heat up rapidly (in ten to fifteen minutes).

Many shop heating problems are concerned with heating not of the overall floor space or volume, but of a local area for the benefit of personnel

| Heat source | Type of system | Calorific value of fuel | Range of efficiencies | Amount of fuel to give 1 useful therm of heat |
|--------------|---------------------------------------------------------------------|---------------------------|--------------------------------------------------------------|-----------------------------------------------|
| Coke | Small hand-fired direct h.w. supply boiler | Btu/lb.: 11,000 to 12,500 | { 45 per cent to 55 per cent { 45 per cent to 55 per cent | 20 lb. 16 lb. 18 lb. 14½ lb. |
| | Small hand-fired type boiler (usually sectional) | Btu/lb.: 11,000 to 12,500 | { 50 per cent to 65 per cent { 50 per cent to 65 per cent | 18 lb. 14 lb. 16 lb. 12½ lb. |
| | Automatic magazine boiler | Btu/lb.: 11,000 to 12,500 | { 60 per cent to 70 per cent { 60 per cent to 70 per cent | 15 lb. 13 lb. 13½ lb. 11½ lb. |
| Anthracite | Automatic magazine boiler | Btu/lb.: 14,000 to 14,500 | { 65 per cent to 75 per cent | 10½–11 lb. 9¼–9½ lb. |
| Coke or Coal | Ducted warm air heater. | Btu/lb.: 11,000 to 12,500 | { 65 per cent to 75 per cent { 65 per cent to 75 per cent | 14 lb. 12 lb. 12½ lb. 10½ lb. |
| Oil | Small purpose-designed boiler-burner unit: (a) Vaporising burner | Approx. 165,000 Btu/gall. | { 65 per cent to 70 per cent | 0.93 gall. 0.86 gall. |

| Heat source | Type of system | Calorific value of fuel | Range of efficiencies | Amount of fuel to give 1 useful therm of heat |
|-------------|-----------------------------------------------------------------------------------------------|---------------------------------------------|------------------------------|-----------------------------------------------|
| | (b) Pressure jet burner | Approx. 165,000 Btu/gall. | { 70 per cent to 80 per cent | 0.86 gall. 0.76 gall. |
| | Small sectional boiler with vaporising burner conversion | | { 60 per cent to 65 per cent | 1.0 gall. 0.93 gall. |
| | Portable paraffin heater | Approx. 150,000 Btu/gall. | 95 per cent | 0.66 gall. |
| | Gas | | | |
| | Heating boiler designed for gas | 1 therm of gas = 100,000 Btu | { 75 per cent to 80 per cent | 1.33 therms 1.25 therms |
| | Multipoint gas water heater adapted for small bore heating | | { 75 per cent to 80 per cent | 1.33 therms 1.25 therms |
| | Ducted warm air heater | | { 70 per cent to 75 per cent | 1.43 therms 1.33 therms |
| | Gas fires with flues | | { 50 per cent to 55 per cent | 2.0 therms 1.82 therms |
| | Portable gas heaters | | 90 per cent | 1.11 therms |
| Electricity | Fires, convectors, radiant heaters, oil-filled radiators, water heaters and immersion heaters | 1 unit of electricity = 1,000 W = 3,412 Btu | 100 per cent | 29 units |
| | Floor warming | | { 75 per cent to 95 per cent | 39 units 31 units |

in set locations. Where it is not practicable to heat the whole area, such conditions are best catered for by the use of electric infra-red heaters mounted on the wall or ceiling. The electrical loadings vary from 1 to 4 kilowatts according to length. In some situations, especially when displays result in changed layouts, portable electric convector heaters may be the only method of heating capable of being adopted.

Running Costs

Having arrived at a preliminary assessment of the kind of fuel and power that would be most acceptable, and the layout of units that could be accommodated, the next problem to be tackled is that of running costs. It must at once be stated that precise forecasts of individual costings are impracticable to attempt within the scope of this article, for that would involve calculations based on individual measurements and conditions. What can be offered is a reasonably reliable guide to the comparative costs of the different fuels.

The comparative basis is the amount of each sort of fuel that must be used to produce the same amount of actual

heat. The starting-point is the calorific values of the fuels — i.e., how much heat, expressed in British thermal units (Btu), they are capable of supplying—but it must be recognised that the fuel or heat source is not always used at maximum efficiency.

A therm of gas by definition is the equivalent of 100,000 Btu. In practice, however, a gas boiler operating at 75 per cent. efficiency only yields 75,000 Btu of actual heat per therm. To get 100,000 Btu of actual heat from that boiler one would have to buy 133,333 Btu or 1.33 therms. To relate this to costs: if the cost of a therm of gas is taken as 1s. 4½d., the cost of a useful therm would be 1.33 times that or 1s. 10d.

Although the word "therm" has been cornered commercially by the gas industry, it may be applied to any source of heat. Thus the amount of fuel of any sort that must be bought to yield a useful therm of heat can be calculated—given the calorific value of the fuel and the efficiency of the appliance concerned.

A unit of electricity, for instance, is the equivalent of 3,412 Btu. When used at 100 per cent. efficiency, as is mainly

the case, approximately 29 units are consumed to give a useful therm of heat.

Anthracyte has a calorific value of heat content of 14,500 Btu/lb. If used in a gravity-fed boiler with an efficiency of 75 per cent., then to obtain a useful therm of heat the amount that must be burned will be 9.2 lb. or, to be on the safe side, say 10 lb.

The table on page 463 sets out the results of a series of such calculations. By applying to the figures the local costs of solid fuel per lb., oil per gall., electricity per unit and gas per therm, the comparative costs for a useful therm from the various heat sources can be calculated.

Whether the source of heat is to be solid fuel, oil, gas or electric power may well depend on the space that can be devoted to the provision of a boiler and/or storage room. The problem, however, is not merely one of space. There is also the question of supervision, and that could well mean that the cost of fuel or power might not be the deciding factor. It will be up to each pharmacist to evaluate the problem according to the particular needs of his pharmacy.

DISPLAY NOTES

Display "Gondolas"—"Gondolas" that may be erected in minutes and capable of being dressed from behind are available from Porosan (D.I.Y.), Ltd., 215 South Street, Chichester, Sussex.

Display Fittings.—E. Pollard & Co., Ltd., 29 Clerkenwell Road, London, E.C.1, invite chemists to write or 'phone for a copy of their new 28-p. brochure illustrating rod dressing, and giving details of glass shelves, bars and brackets, pelmets, pedestals, counter-top displays, protective grilles and screens, lighting units, etc.

Display Aids Service.—The Ardis display service operated by A. E. Arthur, Ltd., 207 Gipsy Road, London, S.E.27, undertakes the design, production and installation of display units and signs in wire, rod, sheet metal, tube, plastic or card. Messrs. Arthur are also equipped to carry out stove enamelling, chrome plating, flock spraying and plastic coating.

Shelf-edge stripping.—"Specially produced with the chemist in mind," say the Plastic Ticket Co., Ltd., Plastics Factory, Keyworth, Notts, of the shelf-edge stripping with clip-on attachments for fixing to glass shelving. In black or cream, the Easi Tiks strips offer a flexible and interchangeable ticketing system in a wide range of colours and sizes.

Price Tickets.—Suttley & Silverlock, Andover, Hants, offer from stock, in reels or sheets, neat white-on-black adhesive price tickets in ¾-in., ½-in., ¼-in. and ⅓-in. circles, or ¾ x ⅞-in. ovals, or ⅝ x ¾-in., ⅔ x ½-in., ⅞ x ⅝-in. rounded-corner rectangles. "Own-name" pricing tickets bearing the chemist's name and address, plus plain or outlined space for writing-in a price, are printed to special order.

Changeable Signs.—Interchangeable unit signs that may be set up in minutes

and altered as quickly are among a host of items of office equipment featured in a 94-p. catalogue of D. Matthews & Son, Ltd., 61 Dale Street, Liverpool, 2. Letters are available in any colour and are simply pushed into slots in a framed or unframed signboard in five standard sizes or locked and glazed cabinet available in four.

Quick-change Letters and Numbers.

—The Movitex "quick-change" lettering and numerical sets of Rowland Griffiths, Ltd., 8 Newman Street, London, W.1, present solid letters and figures 2-in., 1½-in., ¾-in., ½-in. and ⅓-in. sizes for pressing into the perforations of pegboard signs. The ½-in. letter set, given as an example, contains 2 gross of letters and twenty-four signs, the corresponding price set 2 gross of figures and sixty signs.

"Dump" Displays Made Attractive.

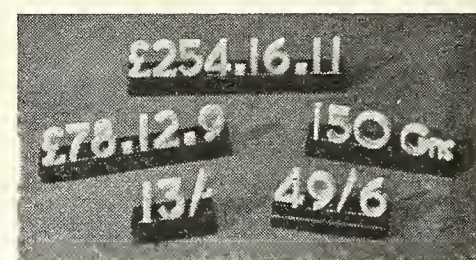
A well designed "dump" or "tumble" display can, according to some retailers, prompt sales out of all proportion to the cost and floor space occupied. The "ideal dump" (mobile, adjustable and with compartments for small related items) is offered by Beanstalk Shelving, Ltd., Chichester, Sussex. Hexagonal in shape, it may be formed into two compartments by an optional dividing panel.

Models for Displays.—White Hart Studios, Ltd., 1a The Waldrons, Croydon, Surrey, manufacture models and miniatures for many display and advertising purposes. Though the demand comes mainly from the fashion trades, a recent order was for hands for displaying latex gloves. Display aids moulded in hard rubber latex are described as accurate in detail, light, strong and slightly flexible. Quotations are offered for production of both small samples and large orders.

Lettered Signs in Perspex.—The Owana Signs & Display Co., The

Chase, Cleeve, Bristol, are suppliers of Perspex signs and lettering. Letters and backing are available in all colours and thicknesses. Signs (lighted or otherwise) to special design are undertaken or panels to any size and separate letters are supplied for affixing as and when required. The backgrounds may be with or without hanging clips, and have polished edges. A special panel for counter use takes slide-in lettering.

Alphabet Sets.—Complementary to the moulded plastic numerals for which Kennett Price Markers, 55A Eastgate Street, Winchester, Hants, have been widely known, are three alphabet sets for use in the same base



fittings. Complete sets of alphabets with bases to match are, of course, available. Set No. 11 (size ⅞ in.) contains seventy-two each of A and E; fifty-four each of I, O and U; thirty-six each of B, C, D, F, G, H, L, M, N, P, R, S, T, W and Y; and eighteen each of J, K, Q, V, X, Z and &, with a variety of base sizes. Set No. 12 (also size ⅞ in.) contains approximately half those quantities. Set No. 13 (size ⅞ in.) contains twelve each of A and E; nine each of I, O and U; six each of B, C, D, F, G, H, L, M, N, P, R, S, T, W and Y; and three each of J, K, Q, V, X, Z and &, with varied bases. The letters are also sold separately.

Precision-engineered Display Unit.—Fenton Displays, Ltd., Wellington Street South, Halifax, Yorks, claim that their Cubit system is the "ultimate and only complete answer to display problems." Cubit is an all-steel product, engineered to a fine degree of tolerance, that can be assembled in a great variety of shapes and sizes. It may be quickly erected, dismantled or extended. Polished wood or glass shelves are supplied as required, and the wooden shelves are admirably adapted for use as dividers or back panels. Corner sections of mild steel, phosphated for rust prevention and sealed with spirit dye spray, are associated with mild steel rods on which the shelves are supported.

Laminated Plastic Signs.—Laminated signs produced by Lamigraph, Ltd., 273 Old Shoreham Road, Hove, Sussex, are made from a high-pressure thermosetting laminate of melamine/phenolic/melamine construction. The material may be drilled, routed, tapped and sawn, or bonded to a variety of other materials for extra strength and thickness. They can be made to incorporate in any colours "anything that can be written, drawn, printed or photocopied." Lamigraph is available in panels up to 47 x 35 in. in area and from $\frac{1}{16}$ to $\frac{1}{2}$ in. in thickness. It is understood to be resistant to acids, alkalis and commonly used organic solvents, to weathering and to extremes of temperature. A catalogue is available from the company.

Transfer Letters.—An ideal method of making one's own signs and name plates is provided by a new series of transfer letters and numerals available from Decorettes, Ltd., Garrick House, Carrington Street, London, W.1. The



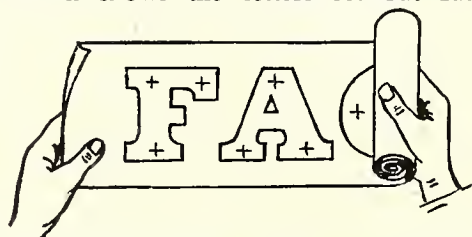
letters, in gilt and black, are simple to use. After being soaked in water for a few seconds they slide easily into position on any sealed surface. Being adhesive on both sides, they can also be stuck on the inside of glass windows. Once dry, they are hard-wearing and waterproof. Letters and numerals are available in four sizes ranging from 1 in. to 5 in. A combined display stand and storage cabinet takes a complete set of the letters.

Plastic Letters to Fix Oneself.—A series of plastic letters for "do-it-yourself" placing on facias or signs has been produced by Ward & Co. (Letters), Ltd., 6 Wilder Street, Bristol, 2, specialists in the manufacture of sign lettering. The new series, the Long-

life range, is moderately priced and available in a variety of styles, sizes and colours. A leaflet gives fullest ad-



vice on layout and "effects." If necessary Messrs. Ward will supply a small sketch to ensure that the best layout is achieved. The illustration depicts one style in the range—a contemporary "festival" letter with raised bead. Like the others, it is available in six colours. All lettering is supplied complete with a fixing layout as illustrated, which shows the letters set out full



size on a single sheet of paper with the points marked at which the screws are to be fixed. That ensures perfect setting out and spacing and makes the fixing of the lettering a quick and satisfying job.

SHOPFITTING NOTES

Single Fitting or Full Installation.—Maund & Berg, 175 Old Street, London, E.C.1, offer the chemist a shopfitting service ranging from a single fitting to a complete installation.

From Stockroom to Shelf.—Carrying goods in plywood skips has advantages, especially if they are of the "nesting" kind such as the Plyfa skips of Luralda, Ltd., Ibex House, Minories, London, E.C.3.

Shelving and Drawer Units.—Steel shelving in new heavy gauge is offered by Rochdale Metal Products, Devon Street Works, Rochdale, Lancs, who have also produced new drawer units of twenty drawers (each 5 x 3 x 11 $\frac{1}{4}$ in.) in frame 13 x 12 x 42 in.

Heavy-gauge Steel Shelving.—Bays of steel shelves able to carry loads of up to 400 lb. weight are available in assemblies 72 in. high, 34 in. wide and 12 in. deep from N. C. Brown, Ltd., Eagle Steelworks, Heywood, Lancs (six shelves to each bay, adjustable for height of shelf).

Display Counter Unit.—Thirsk Equipment Co., Ltd., 741 Garratt Lane, London, S.W.17, offer a standard glass display counter, 6 ft. long, with sliding glass doors and adjustable shelves, on light-oak base and legs. Payment may be spread over twelve months.

Prefabricated Shelving.—Refitting the shop with shelving can be carried out by the proprietor and his staff without calling in a shopfitter if Lundia shelving from Remploy, Ltd., 415 Edgware Road, London, N.W.2, is used. Any combination of widths can be joined together and extension bays are easily added.

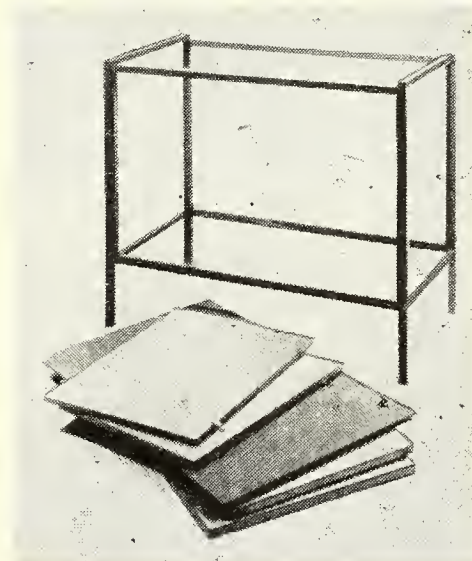
Shop Equipment Exhibition.—The "Shopshow," the shop equipment and self-service exhibition which is being held at Olympia, London, May 28 to June 1, will be presenting the latest developments in retailing. Free tickets are offered to applicants. Promoters are Iliffe Exhibitions, Ltd., Dorset House, Stamford Street, London, S.E.1.

Cosmetic Display Counter.—Liddle, Keen & Co., Ltd., Norland Yard, London, W.11, offer in their Norland oak cosmetic display counter an upper section with three multi-way adjustable wood shelves, one fixed divided shelf below and a lower section with eleven drawers at rear. Credit terms are available.

Dispensary Counter Refrigerator.—Customers for vaccines at the dispensary of John Bell & Croyden, 50 Wigmore Street, London, W.1, are supplied quickly from an Electrolux built-in "sixteen" refrigerator, which provides a low temperature storage cabinet from which prescriptions may be filled at the

point of sale. The refrigerator proves a time saver for staff as well as customers.

Versatile Counters.—The Flexiline range of counters is the newest addition to the Nordia system of interchangeable unit shopfittings offered by William Mason & Son, Ltd., 25 Wellington Street, Leeds. The counters are designed so that the various parts can be erected within minutes. A metal



frame slots together and the top, front and ends are quickly attached to the frame, the base shelf lying flat inside. The counters have decorative "wipe clean" surfaces and may be open-fronted to take shelves or closed to take drawers. The top may be either for serving or with display compartments for "self-selection." The basic unit comprises nine parts. Other parts may be interchanged or added to as necessary.

Jointed Structures Without Fixatives.

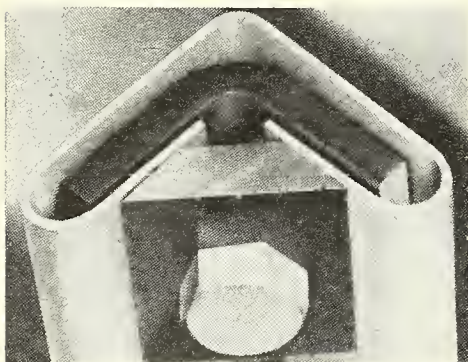
—A method of constructing shelving, storage units, showcases, etc., that provides rigid joints without fixatives of any kind is the Kewlox, a British invention that was awarded a gold medal at the 1961 International Inventors Exhibition, Brussels. The principles employed are a combination of telescopic, angular and interlocking actions with compensating stress and strain. The method is simple in operation and serves equally well for enclosed or

framed structures. No joints being fixed, all parts fit together and take apart again at will. The basic element is an angled section having flanges on both webs. At present only sections angled at 90° are available in a small range of sizes, in both rolled steel and extruded aluminium. Other shapes and sizes and materials, such as plastic, will be available as demand arises and production facilities permit. Assembly requires no skill. Repairs are merely a matter of replacing faulty parts. Finishing, both external and internal, can be carried out on component parts before assembly. Limitation of size applies only to the component parts and not to the assembled article. Alteration is a simple matter. When redundant all component parts are recovered without damage by merely taking to pieces. Detailed information of the many applications of the method are obtainable from Kewlox (Sales), Ltd., Adelaide House, King William Street, London, E.C.4.

INFINITELY VARIABLE SHELVING

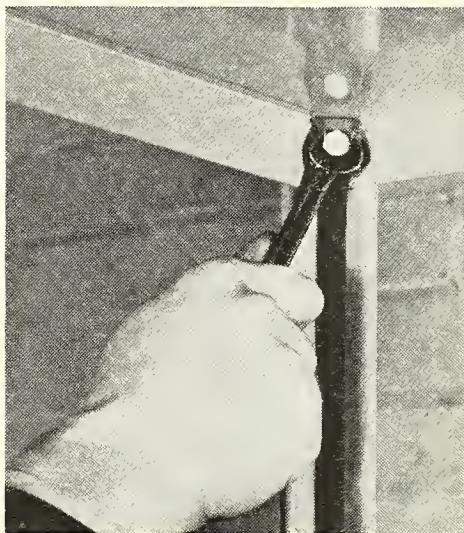
Patented cleat avoids holes and slots in supports

A STEEL adjustable shelving system introduced by Slydang, Ltd., Hope Works, Sussex Road, Sheffield, 4, is based on a specially designed "cleat assembly" that can be placed anywhere along the length of specially rolled steel sections. With the patented cleat the shelving is bolted internally to the section, ensuring a sound mechanical fix. No slots or holes weaken the structural strength or collect dirt and, because of the internal fixing, the whole structure is attractive in appearance and extremely stable. The operation of the cleat is simple. It is positioned at



The cleat assembly showing how the internal wedge bears on the inside flange.

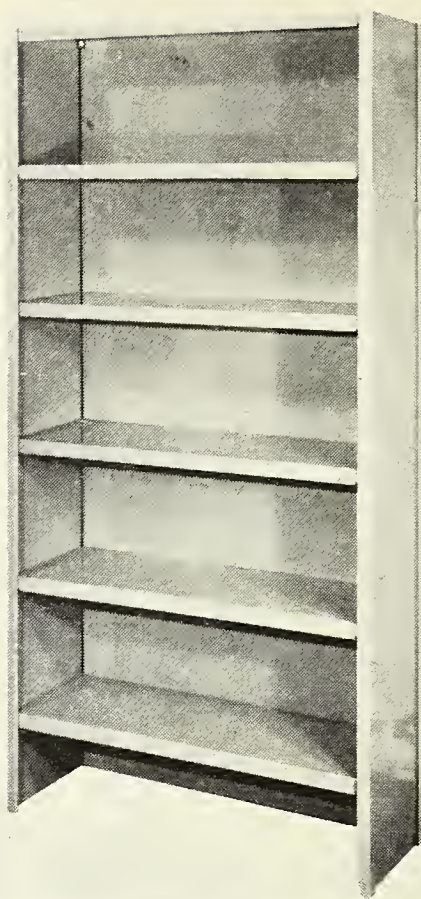
the required point on the length of section and tightened by a bolt, causing the wedge to bear on the inside flange of the section. The slight distortion produced, together with friction, ensures a sound mechanical fixing. When a bolt is released, the section recovers from the temporary distortion, allowing the cleat to be moved to any other required position. Erection, or dismantling, of standard open-type or panelled-in shelves is quickly carried out, using an open-ended spanner. Components may be reused to build alternative structures. Special structures may be designed using possibly only the spanner and a hacksaw. The shelves that may be used include interlocking modular and cantilever



A standard open-ended spanner is used to tighten the cleat bolt.

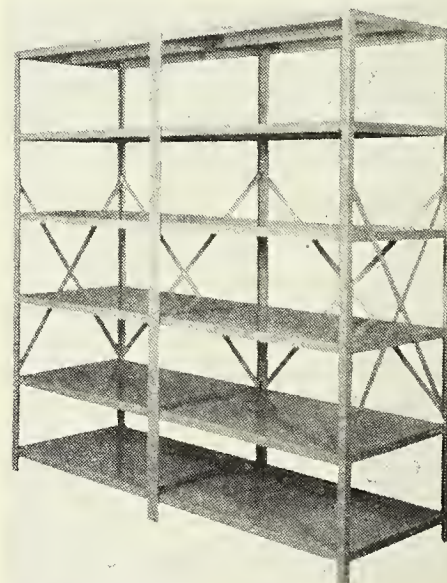
units. Modular interlocking shelves (the subject of a separate patent application) are available in a standard 3-ft. length and in two widths (9 in. and 12 in.) for interlocking to give widely varied widths of shelving. With only a 9 in. or 12-in. interval between beams, the arrangement offers additional strength at the point at which the shelves interlock. The normal safe load figure, based on six shelves in a unit 6 x 3 ft. with a 12 in. or 9 in. shelf and allowing an adequate safety factor, is 375 lb. per shelf.

A Cantilever wall shelving system, also available, incorporates left-hand, right-hand and double-lugged centre steel brackets that give securely fixed single units or complete banks of cantilever fully adjustable shelving. Safe load figure for Slydang cantilever shelving at 12 in. openings is up to 112 lb. per shelf, depending on wall fixing arrangements. Large heavily loaded shelf units may be cross-braced for additional stability, the same cleat unit being used. Units may be panelled in quickly, also using the cleats. Messrs. Slydang offer



A panelled-in unit, 6 x 3 x 1 ft.

the angle section (the uprights for the shelving units) in 6 or 8 ft. lengths. All the steel components are pre-treated with Porterite, an acid etch primer with resin content, and given a pleasant grey stove-enamel finish, other colours being offered shortly. Ancillary equipment for the unit includes plastic feet and top plugs, and all the parts are obtainable in small minimum quantities. Examples of prices of the Slydang units are: Open-type shelving unit, 6-ft. high by 3 ft. wide with six 1-ft. shelves, £6 6s. 4d. Panelled shelving unit, 3 ft. high by 3 ft. wide with four 9-in. shelves, £5 7s.



A cross braced unit, 6 x 6 x 2 ft.

Branch Discussions on "the Report"

PHARMACEUTICAL SOCIETY MEMBERS EXPRESS THEIR VIEWS

(Continued from THE CHEMIST AND DRUGGIST, April 14, p. 406)

CONTINUING the discussion at the LEICESTER and Leicestershire Branch meeting, MR. BROCKLEHURST agreed the position was difficult and thought the best compromise was to identify the business without using the word chemist.

MR. D. HACKETT believed chemists should be allowed to advertise for their own benefit and be proud to do so.

MISS PERKINS considered that pharmacists could make a business grow without advertising. She was definitely opposed to that section of the report.

MR. EXLEY said that presumably a chemist would not be able to advertise his own branded preparations, and MR. BROCKLEHURST agreed.

MR. HOPKINS stated that anyone would be able to advertise pharmaceutical products but the retail chemist.

MR. BUTLIN thought that pharmacy was technical, not professional: Retail pharmacy was in competition with other trades, and demanding professional recognition would give the chemist no material advantage.

MISS M. PERKINS said that all pharmacists were penalised, for the few who advertised.

MR. A. GLEN was opposed to the control of restrictive titles. Most patent medicines, he said, had been started by individual chemists and had only become national products by advertising.

Motion for Restricted Titles

MR. GLEN PROPOSED "That whilst the Meeting agrees that the advertising of professional services is to be deplored, the use of restrictive titles for the advertising of the products of the pharmacy should be allowed."

That was seconded by MR. HOPKINS, and passed by a large majority.

MR. JONES asked if the local paper published rota hours as a news item, whether that would be allowed. MR. BROCKLEHURST thought it would.

MR. A. DYER thought that very little had been said in the report about the "inner cleanliness" of shops which, in some cases, could be improved.

MR. BROCKLEHURST believed the report did not appear to cover that aspect and thought it a good point.

MR. N. SAMPSON asked about the window display of proprietary brands of medicine. MR. BROCKLEHURST hoped that the individual would use his own sense on the matter.

MR. HALFORD agreed that appearance was important and thought the Society might do something to check standards.

MR. BROCKLEHURST next considered the recognition of pharmaceutical assistants and thought they should be welcomed into pharmacy. MR. C. SAMPSON asked what right the Society had to include that recommendation when it had once been rejected, until such time as the branch delegates might reverse the decision. MR. BROCKLEHURST said it had been agreed not to introduce assistants recognition

without first giving members the opportunity to approve or reject the scheme.

MR. GLEN asked whether that might be the thin edge of a Ministry of Health wedge to recognise assistants rather than more highly paid pharmacists. MR. BROCKLEHURST replied that one of the conditions of the dispenser's certificate was that they can only work under a pharmacist or doctor. That would limit the number who could be supervised by a qualified person.

Some members at the meeting felt the key word was "doctor."

MR. J. LAUDER felt it would be hard on pharmacists if assistants were allowed to work under supervision of doctors, and MR. JONES said it would encourage doctors to do their own dispensing. MR. BROCKLEHURST said the point to consider was "it is better for pharmacy as a whole?"

MR. F. BUTLIN thought there was much to be said for the recommendation. There were many dispensers who were not recognised and it would be better for the Society to do so rather than some other body.

A vote was taken on whether that section of the report should be approved. The meeting was divided, and most members considered further discussion was needed.

BRADFORD: MR. E. C. MAUDE explained the constitution of the report Committee and summarised the main points and recommendations. The meeting agreed on the need for a generally accepted view of the nature of pharmaceutical practice but stressed that it applied equally to members of the profession and to the public. The wording that pharmacy was an activity involving the application of professional, scientific and technological principles to the supply of medicines, etc., and the treatment of diseases under domiciliary conditions, whether on prescription or not, and the giving of information and advice relevant to such supply was considered good. The general feeling was, however, that it was not only a domiciliary matter but could also be applied to hospitals.

Responsibility Accepted

The recommendation that the pharmaceutical community should accept full responsibility for providing a pharmaceutical service, irrespective of whether the law or other outside interest required it, aroused considerable discussion. It was agreed that pharmacists could not expect to be regarded as a professional body without accepting such responsibility.

The recommendations that unless an establishment were conducted on a departmental basis, only allied professional and business activities traditionally connected with its pharmacy were suitable for association with its practice was considered to be "rather dictatorial." Departmentalisation, it was thought, could only be done to a limited extent in the small shop.

On the suggestion that policies affecting pharmacy should be looked at from the point of view of their effect on the qualification rather than on the question of ownership, the meeting felt that the recommendations should apply to both individually owned and public companies.

Qualified Employees

The meeting was in general agreement on the recommendations as to the authority of pharmaceutical superintendents of bodies corporate. The recommendation that an unqualified shareholder of a body corporate should not be engaged publicly in the conduct of the business in such a manner as to throw doubt upon the status of the superintendent or other pharmacists in the business was also agreed. A possible solution might be that qualified personnel should refuse employment in such conditions. That there should be a limit to the number of branches for which a superintendent should be responsible was agreed without comment.

On the question whether there should be a formal procedure for appointing branch managers, the meeting wondered whether the aim was to establish a closer relationship between member and Society or between member and employer. Further details were needed before an opinion could be expressed.

The meeting felt that conditions for providing an adequate pharmaceutical service could be enforced only if there were a general agreement on what the conditions should be.

The recommendation that a study should be made of the relation between size of establishment and needs of a district was agreed to, without much discussion.

The meeting felt that the grouping of businesses as a means of overcoming the economic problems of the small business should be encouraged, though it found difficulty in judging how far that was practicable. Members agreed that the existence in a district of facilities of adequate quality, quantity and efficiency was a prerequisite for limitation of pharmacies, though several members thought a qualified pharmacist should have the right to open shop wherever he chose.

The meeting agreed that planning was needed to ensure that the public had reasonable access to pharmaceutical services, and that that involved co-operation to overcome the difficulties of small pharmacies. Planning, however, had to be pharmaceutical and not by the Ministry of Health or local government. The recommendation was regarded as a condition of being a responsible body.

Registration of premises should, it was firmly agreed, be dependent upon compliance with conditions necessary to ensure that a satisfactory standard of service could be given. It was considered that arrangements for giving a twenty-four service in every district were a matter for local decision, and

that service was already being performed by pharmacists living on the premises, of whom there was usually one in each area. It should not be necessary that the service provided should take the form of open shop.

The recommendation as to the exhibition in pharmacies of notices referring to the National Health Service was agreed without discussion, but it was suggested that advertising by pharmacists and manufacturers, whether of services or of goods, should be completely banned. Pharmacies and bodies incorporate should not allow their names to be coupled with products in any advertising. The wording of the recommendation might be improved by deleting the word "goods."

The recommendation referring to the limitation of pharmaceutical signs was agreed to without dissent as was that referring to the use of restricted titles in the supply of medicines and medical and surgical appliances, etc.

NEWCASTLE AND NORTHUMBERLAND: Mr. W. C. TODD (Branch chairman) introduced the report and invited discussion. A number of members indicated that if parts of the report found their way into the Statement Upon Matters of Professional Conduct, they would be valueless unless they could be enforced statutorily. On the subject of remuneration, most members considered that pharmacy could not provide an adequate living by dispens-

ing alone. On the other hand it would be difficult for pharmacy to become purely professional so long as pharmacists continued to sell "extraneous items," as even with the traditional photographic goods and cosmetics, total turnover was often insufficient to give reasonable living standards. If, therefore, the Council could be represented on the various negotiating committees, some progress could be made.

Authority of Superintendent

Position of the Body Corporate (paragraphs 21-27).—The discussion centred round the scope of authority of superintendent pharmacists. It was considered that, if their responsibilities were defined precisely, and enforced, a superintendent (who should be a director of a company), would have a much stronger hand in dealing with companies whose practices were unethical. The Society should, in all cases, back up the superintendent who was experiencing difficulty by indicating to the company concerned that failure to comply with the Society's directions might imply deregistration. A scale of penalties for misdemeanour should, too, be introduced by the Statutory or Ethical Committee instead of the present warning or erasure. It was the opinion of the meeting that a superintendent should not have under his control a larger number of branches than could be ade-

quately supervised by him. A member elaborated a scheme similar to that practised on the Continent whereby pharmacies of high ethical and professional standard could exist side by side with "chemists' shops." The pharmacy should be responsible primarily for dispensing, but in addition would handle medical products, both of the "ethical" type, and counter proprietaries. If such commodities as photographic goods and cosmetics were sold in such a pharmacy, they should form a quite small proportion of the business. It was thought that that type of pharmacy would only be possible in the larger cities and towns. "Chemists' shops" would not only undertake dispensing and the supply of medical articles, but would also have greater scope for the sale of cosmetics, photographic goods and other extraneous items. It was envisaged that "chemists' shops" would exist only in small towns and villages where they could not be economically expected to survive on pharmacy alone. It was implicit in the suggestion that there would be two forms of registration. The idea found some favour with the members but it was thought that the future remuneration of pharmacists would have to be on a higher level if "pharmacies," even in the large towns, were to remain economically viable.

The majority of members were in favour of limitation of pharmacies.

Pharmaceutical Society of Ireland

(Concluded from THE CHEMIST AND DRUGGIST, April 21, p. 430)

THE REGISTRAR reported that the Pharmacy Bill was due to have its first reading in the Senate the following day [April 11] and that it would probably reach the second stage shortly after Easter.

Arising out of the Post-graduate Education Committee's report, THE PRESIDENT said a number of local associations had written to say that representatives would attend a special meeting that evening to discuss plans for an Irish Pharmacy Week.

Arising out of the Law Committee's report, MR. POWER said the Hospital Pharmacists' Association, in a memorandum to the Minister for Health, had included a recommendation for the adoption of a national formulary. MR. COSTELLO said that the matter had also come up for discussion at a meeting of the National Health Council. MR. C. J. CREMEN said a formulary would solve many difficulties, but there was the problem of giving it official recognition. He would like the registrar to find out what steps would be necessary to make a formulary an official publication. MR. MILLER agreed that a formulary was an essential and suggested the adoption of the British National Formulary pending the establishment of an equivalent reference adapted to Irish conditions. It was agreed to pursue inquiries.

Registration as pharmaceutical chemists was granted to the following, who had submitted L.A.H. certificates: Drs. K. Zyluk, London, C. Sharma, London, and P. J. Swords, Charlestown, co. Mayo.

The registrar reported on the death of Mr. Richard Morrow Thom, M.P.S.I.

The following changes of address were noted: Mr. Francis L. McGee, M.P.S.I., to The Mall, Ballyshannon; Mr. Edmund Hayes, M.P.S.I., to 41 Fernbrook Drive, North Harrow, Middlesex; and Mr. O. J. O'Callaghan, L.P.S.I., to Carlingford, co. Louth.

The Licence certificate of Miss Ellen Carmel Culloty was signed and sealed. Mr. Daniel G. Grace was elected to membership, and Messrs. Hanley, Kinnegad, co. Meath, and P. J. Hennessy, Ballynacargy, were nominated for membership.

At a meeting of the Benevolent Fund which followed, a vote of thanks was passed to the West of Ireland/Westmeath Chemists' dance committee for a donation of £63 to the Benevolent Fund. MR. KENNELLY, proposing the vote of thanks, paid tribute to the resilience of the dance committee, which had overcome many difficulties when bad weather had forced it to postpone its dance on New Year's night. MR. COSTELLO, seconding, said that the Benevolent Fund was becoming more and more dependent on contributions made by those who ran dances for the benefit of their less fortunate colleagues. THE PRESIDENT agreed, adding that the Athlone function had helped the Fund and had also provided pharmacists and their friends with a pleasant social evening.

Grants amounting to £87 were passed for payment.

Members present at the Council meeting were Messrs. F. Loughman, T. B. O'Sullivan, D. J. Kennelly, H. P. Corrigan, M. Costello, M. Power, C. J. Cremen, J. Gleeson, V. G. McElwee, R. J. Semple, R. J. Power, M. F. Broderick, J. P. O'Donnell, G. C. O'Neill and T. R. Miller. Apologies for absence were received from Messrs. P. A. Brady, F. J. Robinson, J. J. O'Regan and M. L. Cashman.

ECHOES OF THE PAST

"EASY AND NATURAL" METHODS

From "*Primitive Physick*" by John Wesley, London, 1772.

Tickling Cough

DRINK *Water* whiten'd with *Oatmeal* four Times a Day:

Or, keep a Piece of *Barley-Sugar* or *Sugar-candy* constantly in the Mouth.

Violent Coughing, from a sharp thin Rheum

WORK into old *Conserve of Roses*, as much as you can of pure *Frankincense* powder'd as fine as possible. Take a Bolus of this twice or thrice a Day. It eases presently, and cures in two or three Weeks:

Or, Use *Milk Diet* as much as possible.

Republic of Ireland Pharmacy Bill

DAIL DEBATE ON COMMITTEE STAGE

THE final stages of the Pharmacy Bill were passed in the Dail on April 5. The Bill now goes forward to the Senate for ratification.

At the Committee stage on March 28, the Minister for Health (MR. S. MACENTEE) told MR. G. SWEETMAN that no charge on public funds was involved in the Bill, so that a money resolution was not necessary for its enforcement. The Pharmaceutical Society, he explained, took all the proceedings under the Act. Moving an amendment that "nothing in the regulations should operate to abolish, delimit, curtail or render less operative functionally the existing grade of assistant pharmacist," MR. P. HOGAN said there was no mention whatsoever of assistant pharmacists in the Bill. He was anxious to ensure that their interests should be preserved. Mr. Hogan pointed out that the assistant had a modified qualification which he described. "I submit that, in view of the fact that a lot of the work in the ordinary retail chemist shops consists of little more than selling cosmetics and cameras, it would seem ridiculous to have a situation where under nobody would be employed except a person who had taken a degree in pharmacy at a university." It would also mean that a number of poor people, who could qualify as assistant and get employment, would forever be precluded from that type of occupation. The average pharmacist would find it more expensive to run his business, and the cost of those services to the public would be increased. As assistant pharmacists were not mentioned in the Bill, such positions might become obliterated, to the detriment of the average retail pharmacist, and consequently to the cost to the consumer.

Assistants' Position Unchanged

MR. MACENTEE: "The mover of this amendment is under a misapprehension. There is nothing in the Bill relating to assistant pharmacists. The reason for that is that their present position is not being altered in any way." Examinations for qualification as assistant would continue to be held. His legal advice was to the effect that nothing in the Bill would affect the method whereby a person might become qualified as an assistant or could qualify as a pharmaceutical chemist.

MR. T. F. O'HIGGINS inquired whether under the existing law, an assistant pharmacist could keep open shop. The MINISTER replied, "Not on his own account. He can only manage the business in the temporary absence of the Licentiate of the Pharmaceutical Society." The restriction proposed in section 2 did not affect the assistant pharmacist who would still be entitled to transact business in the temporary absence of the proprietor. The amendment was withdrawn.

The purpose of another [agreed] amendment, said MR. MACENTEE, was to extend the right to keep open shop for the dispensing or compounding of medical prescriptions so as to provide

for the continuance of such business where the person keeping open shop died or became bankrupt or of unsound mind. Another amendment in the Minister's name [also agreed], made it clear that a person keeping open shop run by a company for the dispensing and compounding of medical prescriptions might not at the same time be employed to manage a similar shop for a registered pharmaceutical chemist, a registered dispensing chemist and druggist or a licentiate of the Apothecaries' Hall. The same applied to a person who kept open shop for the sale of poisons.

Representatives to be All Pharmacists ?

Moving an amendment [withdrawn], that no person should be employed by a manufacturing or wholesale chemist in the sale of poisons whose qualifications did not accord with those of an authorised person as defined in the Acts, DR. N. BROWNE said he was not clear whether there was legal provision that a person acting as traveller for manufacturing or wholesale chemists must have certain qualifications. While they were strict, and rightly so, about the qualifications of a person in charge of a pharmacy, they should be equally strict in regard to travellers for the sale of medicines that might be termed poisons. Doctors had finally to make their own judgment on new therapeutic preparations but it was desirable that intermediaries between the medical profession and the wholesalers should have a certain amount of authority, and that the professional man should be able to rely on a representative's information.

MAJOR V. DE VALERA, while not disagreeing with the intention of the amendment, said there was a difficulty in that it needed particularisation. "No persons shall be employed" seemed to cover all employees. That would be going rather far. The doctor today was largely dependent on the guarantee of the company that sold him any particular preparation and in those circumstances it might be desirable to consider the qualifications of the intermediary. Traditionally the "chemist" meant the pharmaceutical chemist around the corner. Now, however, the term was much wider. The words "manufacturing or wholesale chemist," could apply to the manufacture or wholesaler of industrial chemicals. He asked if cyanide were classed pharmaceutically as a poison and whether it would mean that a person engaged in electroplating or gold mining, and using cyanide, would have to be a pharmacist? That was an important legal point. Major de Valera added that what Dr. Browne wished was to ensure that, so far as pharmaceutical preparations were concerned, they were produced by adequately skilled personnel, and the pharmacist's rôle was therefore important. How could pharmaceutical chemists be divided from other chemists? "I ask, on behalf of the other body of chemists, who are not less chemists than the

pharmacists that adequate distinction should be made."

SIR ANTHONY ESMONDE took Dr. Browne's point to be that medical representatives should be as fully qualified as pharmacists to promote drugs to the doctors. Representatives did not sell products, however, they informed doctors of new products as they came out. He believed the Minister should give the point active consideration.

Replying, MR. MACENTEE pointed out that the Bill related only to what might be described as sale by retail. It prescribed only the qualifications to be possessed by individuals who compounded and dispensed medical prescriptions. It also dealt with those who sold poisons as distinct from medicines, and prescribed their qualifications. The Minister explained that representatives did not deal with the general public but with pharmaceutical chemists and medical practitioners who were qualified to form their own views on the safety or efficacy of new drugs. There was not, therefore, the same need to impose restrictions on representatives to those people who were in a position to ascertain for themselves. The Bill related only to persons who sold and dispensed medical prescriptions to the general public, or to that other class whose powers of sale were more limited.

The schedule of poisonous substances was already in existence and would be further expanded when Comhairle na Nimheanna [Poisons Council] was established. The amendment was not necessary to establish the controls on wholesalers. The sale of poisons would be dealt with basically under section 14 of the 1961 Poisons Act. The purpose of subsection (2) of section 2 of the Bill was to preserve the existing rights of authorised persons and registered druggists in retail dealing in poisons under section 14 of the Poisons Act.

As the law stood, section 31 of the Pharmacy Act (1875) specifically excluded wholesale dealing from the scope of that measure. All regulations made after consultation with Comhairle na Nimheanna would be laid on the table of the House and could be discussed. Deputies would be able to put down an amendment or raise it on discussion. If necessary the regulation could thus be defeated and sent back to the Minister. Mr. MacEntee added that another opportunity would be offered shortly for discussing the qualifications of medical representatives.

Restricted Titles

Moving another [agreed] amendment, the Minister said subsection (4) of section 3 prohibited the business use of description titles or emblems that might reasonably suggest pharmaceutical qualification if that were not the case. Sub section (5) listed a number of descriptions — "pharmacy," "medical stores," "drug stores," "drug hall," "medical supply stores" and "chemist," the business use of which would be regarded as suggesting the possession of

qualifications in pharmacy. The Institute of Chemistry had protested that the provisions appeared to equate "chemist" in connection with a business with the possession of qualifications in pharmacy and claimed their members' rights to the business use of the description might be infringed. The amendment, however, would remove doubts and would specify that it was only in connection with a premises at which the business of retail pharmacy was allegedly carried on that the description "chemist" was forbidden to non-pharmacists. Persons qualified in chemistry would be free to use the description "chemist" in connection with the manufacture or distribution of chemical products.

MR. HOGAN said that the word "apothecary" was not covered at all.

MR. MACENTEE: Is it the Deputy's point that we should forbid people to use the term "apothecary"?

MR. HOGAN: No. A licentiate of the Apothecaries' Hall can use the word "medical hall." Can he use the word "apothecary"? The reply was that he could.

Amendment 11 [agreed] provided that a licentiate of the Apothecaries' Hall was entitled to describe himself as an "apothecary." The Minister did not think anybody else except such licentiate was entitled so to describe himself.

On the section conferring powers on the Pharmaceutical Society to hold examinations, run courses for students and charge fees, MAJOR DE VALERA thought it desirable that more than retail pharmacy should be taken into account in the matter of representation on the Council of the Society and asked whether consideration had been given to incorporating other pharmaceutical interests.

MR. MACENTEE said the fundamental fact to be remembered was that all pharmacists had qualified by examinations held by the Pharmaceutical Society of Ireland, and that their fundamental training did not differ in any way from that received by the retail pharmacist. The difference was that retail pharmacists were, in the end, the people who supported the Society. There is no reason, the Minister believed, why those employed by manufacturing chemists or working for local authorities, or hospitals, etc., should not join the Society and become entitled to secure representation on the Council.

A Remedy in Members' Hands

"Those who complain that they are not sufficiently represented on the Council have a perfectly good remedy. They can join the Society, participate in its proceedings and share the burden of defraying the costs of the Society's functions."

Asked by SIR ANTHONY ESMONDE if it was envisaged that the Society would have the power to confer a degree other than the qualification of pharmaceutical chemist, MR. MACENTEE explained that provision was made for a higher qualification.

MAJOR DE VALERA said the growth of the [pharmaceutical] profession in other fields might perhaps lead to an improvement in the structure of the So-

ciety if such people were more widely represented on the Council.

MR. P. A. BRADY (a member of Council, Pharmaceutical Society of Ireland) explained that under the present system there were public hospital pharmacists who were members of the Council. Manufacturing pharmacists and wholesale pharmacists had been members. Any pharmaceutical chemist could become a Council member, irrespective of his branch.

MR. MACENTEE said, of those who, having failed even to become Society members, wanted to secure greater representation on the Council, "I do not think that is fair. If they want to secure greater representation there is an open road. If they want to be able to influence more heavily the courses provided by the Council, let them join the Society, pay the subscription, get a vote and get the representation on the Council which they are now seeking as a special concession."

The question was put and agreed.

On the [agreed] section, allowing the Society to enter into reciprocal arrangements, MR. HOGAN said they were now in a statutory position to seek reciprocal arrangements with Great Britain. In those circumstances would it not be a desirable adjustment to facilitate the inclusion of some medical representatives, as obtained in Britain? It would facilitate their negotiations for reciprocal arrangements.

MR. MACENTEE then asked Deputy Hogan whether he would permit members of the Pharmaceutical Society to be represented on the General Medical Registration Council or on the Council of the Irish Medical Association. The Minister thought not.

Changes Since 1875

MR. O'HIGGINS pointed out that the constitution of the Council of the Pharmaceutical Society of Ireland was laid down in the parent statute of 1875. The Society was then quite different from what was now envisaged under the Bill. Its activities were much extended and the future work of its members would have an effect on the medical and other professions.

In England the Council consisted of much wider and broader representation and included medical practitioners and representatives of the teaching department. In Eire, doctors were expressly excluded as was anyone who had to do with teaching. "That seems to be a confined constitution. While I appreciate that the Bill here is of a limited aspect and scope, it does appear that at some stage the Minister must consider the proper composition of the Council and whether the Council should not be recognised to deal more effectively with the added scope of the Society itself."

MR. MACENTEE directed the attention of the House to the fact that the Council was prohibited by law from conducting examinations that might be held to be purely medical examinations. He imagined that restriction had been imposed on the Council in the interests of the pharmaceutical chemist.

MR. HOGAN said if pharmaceutical qualifications and education was to follow parallel lines with Britain, there would be increasing emphasis on drugs,

physiology and public health. "I ask the Minister to consider that aspect of the matter, particularly in view of the fact that it would be desirable, in the public interest, to have medical representatives on the Council as well as pharmacists."

The question was agreed.

Fees for Registration

Moving that the Council be empowered to charge a fee in respect of registration, the amount to be determined from time to time by the Council with the consent of the Minister, MR. HOGAN said. The Bill dealt only with retail shops, yet it envisaged the compulsion to pay an annual fee by all pharmacists. He believed that for the person who did not keep open shop to be asked to pay an annual fee was an interference with free association. There was no talk of their getting anything in return for a compulsory fee. They were being asked to pay a levy to educate somebody else in the profession. It seemed "a little illogical." He would prefer to leave membership voluntary and thereby encourage the Society to put its house in order and to make its association sufficiently attractive to encourage membership.

Disagreeing, MR. BRADY pointed out that the Society had had to train, examine, qualify, keep registers of all licentiates irrespective of whether or not they were members. Was it fair, he asked, to put the whole burden on those people who were sufficiently interested to become members? He went on to say less than 50 per cent. were members. "It mystifies me how the Society did carry on during recent years, in particular, with scientific training advancing to the extent it did—improved laboratories, more expensive staff and so on. That burden has been put on the people who voluntarily become members. No Society is finished with its licentiates when they are qualified . . . it looks after their interests in life afterwards, irrespective of whether or not they are members."

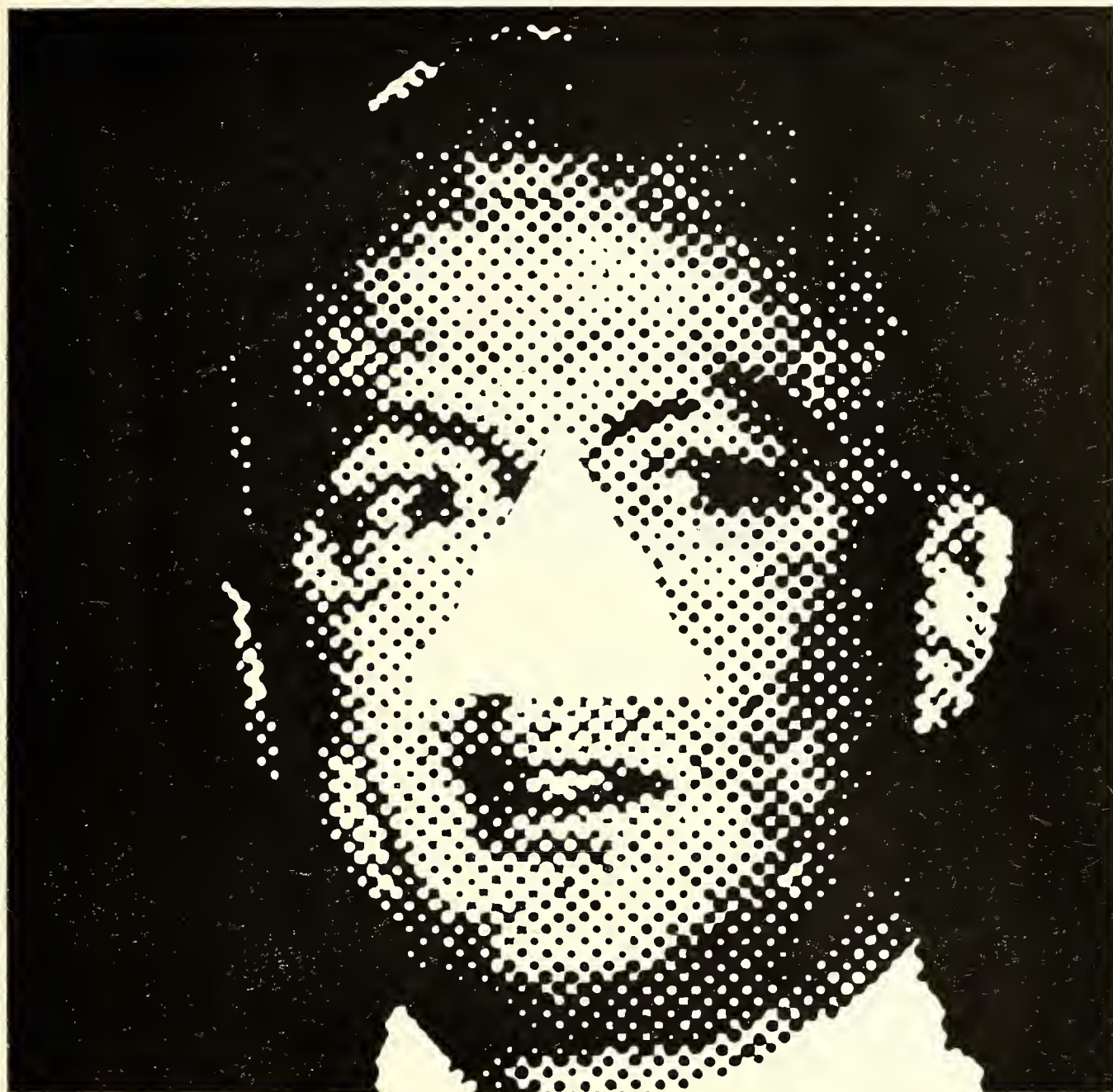
MR. HOGAN pointed out the [Irish] Royal College of Surgeons had their licence qualification but just charged one fee on qualification and none afterwards.

MR. MACENTEE: "I think Deputy Hogan has shut his eyes to a very important fact which Deputy Brady has mentioned; that is that this Society protects pharmacists in their livelihood. To some extent it is a qualifying body, a professional body if you like, but it also performs the functions of a trade union, and every trade union expects the members to pay their subscription. I think the Society should do likewise. It is not unique."

Progress was reported and the debate adjourned.

N.H.S. STATISTICS

IN NORTHERN IRELAND during December 1961, 599,238 prescriptions (418,706 forms) were dispensed at a total net cost of £235,914. Average cost per prescription was 94.49d. During January, 675,682 prescriptions (474,777 forms) were dispensed at a total net cost of £265,590. Average cost per prescription was 94.34d.



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FENOX NASAL DROPS contain phenylephrine and naphazoline. Dropper bottles of $\frac{1}{2}$ fl. oz. Basic N.H.S. price: 1/8.

FENOX NASAL SPRAY is a convenient alternative to the drops (without naphazoline) in a plastic pack for carrying in the pocket. Spray bottles of $\frac{1}{2}$ fl. oz. Basic N.H.S. price: 2/-.

DELTA-FENOX NASAL SPRAY contains prednisolone, phenylephrine and naphazoline. Plastic spray bottles of $\frac{1}{2}$ fl. oz. Basic N.H.S. price: 3/-.



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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, APRIL 25: As the number of trading days since the publication of the last report has been restricted through holidays, price movements among CRUDE DRUGS have been negligible.

Supplies of PAPAIN were reported to be scarce from all sources, the value being around 30s. per lb. for No. 1 on the spot. A report from Tuticorin mentions that heavy rainfalls have occurred in the SENNA growing centres of India which should be beneficial to this year's crop. Shipments of Tinnevely leaves and pods during March from that port were as follows:—

| | U.K. | U.S. | EUROPE |
|--------|------|------|--------|
| SENNA | tons | tons | tons |
| LEAVES | 5 | 37 | 42 |
| PODS | — | 1 | 6 |

Many of the AROMATIC SEEDS showed an easier tendency and most PEPPERS were down by about one-halfpenny per lb. No change was reported in the various GINGERS during the week, and MENTHOL prices remained steady at previous levels.

Among ESSENTIAL OILS only BOIS DE ROSE was altered, the spot price rising by one shilling per lb. to 18s. 6d.; shipment was still not offering.

CITRIC ACID was reduced by 10s. 9d. per cwt. by one domestic manufacturer. PARACETAMOL prices were reported to be under pressure from Continental sources. It was rumoured that CARMINE which rose 6s. per lb. some weeks ago may rise by another 10s. in the near future reflecting the tight supply of COCHINEAL and increased demand for natural colouring.

Pharmaceutical Chemicals

AMMONIUM ACETATE. — 1-cwt. lots of B.P.C. 1949, 4s. 5d. per lb.

AMMONIUM BICARBONATE.—B.P. powder, £50 5s. per ton; CARBONATE, £81 10s. for lump and £85 10s. for powder.

AMMONIUM CHLORIDE. — One-cwt. lots B.P. powder, 105s. per cwt.; technical, 55s.

ANEURINE HYDROCHLORIDE. — 1-kilo £6 17s. 6d.; 10-kilos, £6 12s. per kilo.

ANTIMONY SALTS.—CHLORIDE SOL., B.P.C., 1934, carboys, 2s. 6½d. lb.

ARECOLINE.—Alkaloid, 51s. per oz.

ASCORBIC ACID.—One-kilo, £2 6s.; 10 kilos, £2 3s.

CALCIFEROL. — B.P. from 2s. 10½d. to 3s. 3d. per gm. for 1-kilo lots.

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £36 10s. per ton in free bags, ex works.

CALCIUM CHLORIDE. — B.P.C. fused, granulated, 11½d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — Three-cwt. and upwards, 3s. 6d. per lb.; 1-2 cwt., 3s. 7d.

CALCIUM PANTOTHENATE. — £5 10s. per kilo.

CALCIUM PHOSPHATE.—B.P.C. is 1s. 5d. per lb. for 1-cwt. lots and 1s. 4d. for 5-cwt.

CALCIUM SUCCINATE.—10s. 6d. to 12s. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CANTHARIDIN. — Per oz. 51s. for 4-oz. lots.

CARMINE.—76s. per lb. for 1-cwt. lots.

CHALK.—Prepared powder B.P., £22 per ton for minimum 1-ton ex works.

CHLOROCRESOL.—Pharmaceutical quality, 7s. 7d. per lb. (1-cwt. lots).

CHLOROXYLENOL.—B.P., 5s. 8d. per lb. for 1-cwt. lots; 5s. 3d. per lb. for 1-ton.

CITRATES.—Per lb.:—

| | 1 cwt. | 5 cwt. |
|--------------------|--------|--------|
| SODIUM† | s. d. | s. d. |
| POTASSIUM† | 2 6½ | 2 4½ |
| IRON AND AMMONIUM* | 2 9 | 2 7½ |
| | 3 5½ | 3 3½ |

† Powder 3d. per lb. more. * Scales 10d. per lb. more.

CITRIC ACID.—Lower, Domestic powder (in kegs) per cwt., 1-4-cwt. lots, 147s. per cwt.; 5-19-cwt., 146s.; 1-ton, 145s. If packed in bags deduct 7s. per cwt.

CYANOCOBALAMIN. — Less than 25-gm. lots, £7 per gm.; 100-gm., £6 10s. per gm.

DIGOXIN.—100-gm. lots, 78s. per gm.

EPHEDRINE. — ALKALOID nominally 6s. 6d. per oz. SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

ERGOMETRINE.—MALEATE, B.P., 270s. per gm.

FOLIC ACID. — B.P. and U.S.P., 1-kilo lots, £26 per kilo.

HYDROQUINONE. — One-cwt. lots, 10s.; 1-ton, 8s. 6d. per lb.

LACTATES. — CALCIUM, B.P., 2s. 3d. per lb. in 5-cwt. lots and 2s. 4d. in 1-cwt. lots; CALCIUM SODIUM, 4s. 9d. and 4s. 10d. per lb.

MENAPHTHONE. — (One-kilo-lots). B.P. 160s. per kilo; ACETOMENAPHTHONE, B.P., 160s.; WATER-SOLUBLE (menadione sodium bisulphite, U.S.P.), 125s.

NICOTINAMIDE. — (Per kilo). One-kilo, 3s. 6d.; 10 kilos, 37s.; 50 kilos, 36s.

NICOTINIC ACID.—One-kilo, 31s. 9d.; 50-kilos, 28s. per kilo.

NIKETHAMIDE.—Per kilo, 100s.

PARACETAMOL.—Ten cwt. to 1-ton lots, 10s. 6d. per lb.

PHENYTOIN SODIUM.—More than 25-kilo lots are about 43s. per kilo.

PROGESTERONE.—Price is 1s. 6d. per gm.

PYRIDOXINE. — One-kilo, £29 10s. per kilo; 10 kilos, £29 5s.

RIBOFLAVINE. — One kilo, £11 2s. 6d.

ROCHELLE SALT.—Powder or granulated, 5-cwt. lots or over in kegs, 220s. per cwt.; 1-cwt. 222s. 6d. (bags less 5s.).

SODIUM PANTOTHENATE.—£6 10s. per kilo.

SULPHOCARBOLATES.—SODIUM PHENOSULPHONATE, B.P.C., 1949 (powder), 5s. 6d. per lb. in 1-cwt. lots and ZINC, B.P.C., 1949 is 5s. 6d.

TALC. — One-ton lots, B.P.C., in kegs, 1s. 2½d. per lb. ex works.

TARTARIC ACID.—(In kegs): 1-ton lots, 283s. per cwt.; 10-19 cwt., 286s.; 5-9 cwt., 289s.; 1-4 cwt., 292s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granular.

TEREBENE. — B.P.C., one-carboy lots, 4s. 5d. per lb.

THIOGLYCOLLIC ACID. — Basic rates per lb., 97-98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLLATE, 40 per cent. pH 9.3 (24-lb. pack), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLLATE, pH 9.9, 40 per cent., 9s. 10d. All carriage paid and subject to purchase tax.

UREA.—Pharmaceutical grade, £59 15s. per ton in 1-cwt. bags non-returnable; technical quality, £41 5s. per ton (4-ton lots).

VITAMIN A. — Synthetic. Supplied in concentrate 1 million international units per gm. as acetate or palmitate the price is £26 per kilo for one-kilo lots.

VITAMIN D₂. — Powder for tableting 850,000 i.u. per gm., 141s. 9d. per kilo; in oil, 2 million i.u. per gm., 67s. 6d. per kilo for 100,000 m.i.u. Crystalline: see under calciferol.

VITAMIN E (synthetic or natural).—Tocopheryl acetate, B.P., 25 gm. to 100 gm., 9d. per gm., 100 gm. to 1 kilo, 7d. per gm., 1 kilo and under 10 kilos, £24 10s. per kilo; 10 kilos, £24 5s. per kilo.

Industrial Chemicals, Solvents

ACETALDEHYDE. — The 100 per cent. is £122 per ton.

ACETATES. — Per ton, spot 1-ton lots: AMYL (technical), £254 and B.S.S., £256. BUTYL £159; ETHYL, £134; ISOBUTYL (80 per cent.), £128; ISOPROPYL, £129.

ACETIC ANHYDRIDE. — 12-ton lots £108 per ton, delivered U.K. in returnable drums; 2½-ton, £112.

ACETONE.—One-ton lots spot, £79 per ton in drums.

BENZOLE.—Thiophene-free, 9s. 3½d. per gall. for one 50-gall. barrel; pure 6s. 3½d. per gall.

N-BUTYL ALCOHOL. — 1-5-ton lots, £159 per ton and one-ton lots, £163 per ton, SECONDARY, £130.

CARBON TETRACHLORIDE. — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) in tank car lots from 4s. 8½d. to 4s. 10½d. per gall.; anhydrous in 45 gall. drum lots is 7s. 3d.

METHYL ETHYL KETONE.—One-ton lots, £138 10s. per ton.

NAPHTHALENE.—Contract prices per ton for phthalic makers are around £42, naked ex works.

PHTHALATES. — Prices (per ton) one-ton lots: DIBUTYL, £206; DI-ISOBUTYL, £199; DI-ETHYL, £190 10s.; DI-METHYL, £182.

STEARATES. — Spot prices for minimum 1-ton lots:—ALUMINIUM (all grades), 253s. 6d. per cwt. CALCIUM (precipitated), 243s. 6d. LEAD (30 per cent.), 223s. 6d.; MAGNESIUM (standard), 272s. and (super-fine), 302s.; ZINC, 226s. to 286s. as to grade.

Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 6d. per lb.

AGAR.—Kobé No. 1, 12s. 6d. per lb. in bond; shipment, 11s. 9d., c.i.f.

ALOES. — Cape primes, spot, 175s. per cwt.; shipment, 172s. 6d., c.i.f., both nominal. Curaçao, spot, 410s.; shipment, 385s., c.i.f.

ANISE. — Chinese STAR, 185s. per cwt., spot, duty paid; shipment, 160s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 20s. 6d. to 23s. 6d. COPAIBA: B.P.C. grade, 11s. on spot. PERU: Spot, 8s. 6d., duty paid. TOLU: B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA. — Herb and LEAVES unobtainable. ROOT, 1s. 10d. per lb. for material testing over 0.5 per cent.

BENZOIN. — Sumatra block, spot £20 to £28 as to quality.

BUCHU. — Spot, 4s. 3d. per lb.; shipment, March-April, new crop, 3s. 11d., c.i.f.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPOR.—B.P. powder, 3s. 10½d. per lb. in bond.

CAPSICUMS. — East African on stalk, 150s. per cwt.; Ethiopian, 145s.

CARDAMOMS.—Aleppy greens, 9s. 6d. per lb.; spot; shipment, 8s., c.i.f.

CASCARA. — Spot, 260s. per cwt.; shipment, 240s., c.i.f.

CASSIA. — *Fistula*, 105s. per cwt.; *lignea* (whole), for prompt shipment, 340s., c.i.f. Spot, 440s.; broken, 375s.

CHAMOMILE.—Belgian, 6s. 6d. to 7s. 6d. per lb. as to quality; Hungarian type, 6s. 6d.

CHERRY BARK. — Thin natural, 1s. 9d. per lb.; shipment, 1s. 6½d., c.i.f.

CHILLIES. — Nigerian, 195s. per cwt. Mombasa, 300s.; Zanzibar, 240s.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 6½d.; 3 O's, 5s. 1½d.; O, 4s. 9½d.; quillings, 3s. 3½d.; featherings, 1s. 5½d.

CLOVES. — Zanzibar spot, 3s. to 3s. 3d. per lb.; shipment, 2s. 9d. to 2s. 10d., c.i.f., as to grade.

COCHINEAL. — Black-brilliant, 8s. to 8s. 6d. per lb.; silver-grey, 6s. 6d. nominal.

COCILIANA. — Bark, 2s. per lb.; spot; shipment, 1s. 9d., c.i.f., both nominal.

COLOCYNTH PULP.—Spot, 2s. per lb.

DIGITALIS. — *Purpurea* for shipment, 2s. 4d. per lb., c.i.f.

ELEMI.—Spot, 1s. 9½d. per lb. Shipment, 1s. 5d., c.i.f.

ERGOT.—East European on spot 7s. per lb. Portuguese, spot, 8s.

FRANGULA.—Spot, 87s. 6d. per cwt.

GENTIAN.—Spot, French, 150s. per cwt.

GINGER.—(Per cwt.). African spot nominal; April-May shipment 330s., c.i.f.; Jamaican No. 3, spot, 500s.; shipment, no offers. Cochin, spot, 160s.; shipment, 150s. c.i.f.

GUM ACACIA. — Kordofan-cleaned sorts, 145s. per cwt., spot; shipment, 138s., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, 63s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, 100s. to 105s. and medium amber, 95s. to 100s. Argentine, 115s. to 120s.; Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s. Mexican, 110s. to 115s., ex warehouse.

IPECACUANHA.—Spot cleared. Shipment: Costa Rican, 82s. 6d. to 87s. 6d. per lb.; Matto Grosso, small lot for May shipment, 57s. 6d., c.i.f.; Nicaraguan, no offers.

JUNIPER BERRIES. — Italian, 125s. per cwt.; German, 120s.

KARAYA. — No. 1 gum, spot 300s. per cwt.; No. 2, 235s.

KOLA NUTS. — African, 6d. spot and 4½d., c.i.f. (per lb.).

LANOLIN. — ANHYDROUS B.P. is from 140s. to 155s. per cwt. in 1-ton lots.

LEMON PEEL.—Spot, 2s. 3d. per lb.

LINSEED. — Whole, 75s. per cwt.; crushed, 105s.

LIQUORICE. — Natural root: Russian 67s. 6d. per cwt.; Anatolian, 57s.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 200s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. 3d. per lb.

MACE. — Whole pale blade, 21s. per lb., spot.

MENTHOL.—Chinese: spot, 55s. per lb. duty paid; shipment, 52s., c.i.f. Brazilian, 33s. 6d. in bond; 32s. 9d., c.i.f. Formosan, 41s. in bond; April shipment, 38s. 6d. c.i.f.

NUTMEGS. — West Indian 80's, 8s. 6d. per lb., spot; sound unassorted, 6s. 9d.; defectives, 5s. 3d.

NUX VOMICA.—Cochin, 80s. per cwt. on the spot.

ORANGE PEEL. — Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian, 11½d.; Spanish, 1s.; bitter ribbon, 1s. 3d.

ORRIS ROOT.—Florentine, 335s. per cwt.

PAPAIN.—No. 1 scarce at 30s. per lb., spot.

PEPPER.—White Sarawak spot, 3s. 2½d. per lb.; shipment, 3s. 1½d., c.i.f. Black Sarawak spot, 2s. 8½d.; shipment, 2s. 5½d., c.i.f. Black Malabar, 310s. per cwt. spot; shipment, 285s., c.i.f.

PEPPERMINT.—Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO.—Spot, 588s. per cwt.; shipment, 540s., f.o.b.

PODOPHYLLUM.—*Emodi*, no offers, *Peltatum*, 365s. per cwt.

PYRETHRUM.—Extract, minimum 25 per cent. w/w pyrethrins, 74s. 6d. per lb. for small lots

QUILLAIA.—Spot 185s. per cwt. Shipment, 160s., c.i.f.

RHUBARB. — Chinese small rounds from 4s. 6d. to 9s. per lb. on the spot.

SAFFRON.—*Mancha selecta*, 170s. per lb. spot; shipment, 180s., c.i.f.

SARSAPARILLA. — Jamaican native red spot, 2s. 6d. per lb.; prompt shipment, 2s. 1d., c.i.f.

SEEDS. — (Per cwt.). ANISE.—Cyprian, 300s. CARAWAY.—Dutch, 160s., duty paid. CELERY.—Indian, 275s.; shipment, April-May, 202s., c.i.f., new crop June-July, 145s., c.i.f. CORIANDER.—Moroccan, 125s., duty paid; Indian bold, 80s.; shipment, Moroccan current crop, 90s., c.i.f.; Indian bold, 68s., c.i.f. CUMIN.—Cyprian, 175s.; Indian, 145s.; Iranian, 137s. 6d., duty paid. Shipment, Iranian, 120s., c.i.f. DILL.—Indian, 97s. 6d.; shipment, 71s., c.i.f. FENNEL.—Indian, 110s.; shipment, 88s. 6d., c.i.f. FENUGREEK.—Indian, 100s.; Moroccan, 102s. 6d., duty paid. Shipment, Moroccan, 77s. 6d., c.i.f.; Indian, 67s. 6d. MUSTARD. — English 65s. to 87s. 6d., according to quality.

SENEGA.—Spot, 15s. 9d. per lb.

SENNA. — (Per lb.). *Tinnevely* LEAVES, new crop, spot: Prime No. 1, 2s. 4d.; prime No. 2, 1s. 5d.; No. 3, f.a.q., 1s. 1d. PODS: hand-picked, No. 1, 2s. 6d.; No. 2, 1s. 9d.; manufacturing cleared, *Alexandria* pods: Manufacturing cleared; hand-picked, small lots from 4s. to 7s. 6d. as to quality.

SHELLAC. — F.O.T.N., 195s. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s., spot.

SQUILL. — White 77s. 6d. to 85s. per cwt. as to holder.

SERAMONIUM. — Indian LEAVES 70s. per cwt. spot. Dutch 0.5 per cent. alkaloid, 93s., c.i.f.

STYRAX.—Spot, 24s. 3d.

TONQUIN BEANS. — Para spot, 6s. per lb.; shipment, 5s. 5d., c.i.f. Angostura, 10s. 6d.

TURMERIC. — Madras finger, 135s. per cwt. April shipment, 125s., c.i.f.

VALERIAN ROOT. — Spot: Belgian, whole for prompt shipment, 145s. per cwt., c.i.f.; Indian, 150s. to 170s. Dutch 172s. 6d., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WAXES. — (Per cwt.). BEES'.—Dar-es-Salaam, spot, 430s.; shipment, 410s., c.i.f. Abyssinian, spot cleared; shipment, 375s., c.i.f. Sudanese, spot cleared, shipment, 375s., c.i.f. CANDELILLA, spot, 465s.; CARNAUBA, fatty grey, spot, 410s.; shipment, 375s., c.i.f.; prime yellow, spot, 670s.; shipment, 630s., c.i.f.

WITCH HAZEL LEAVES. — Spot, 2s. 11d. per lb.

Essential and Expressed Oils

ARACHIS — Spot, 2-5 ton lots naked ex mill, 128 per ton

BAY.—West Indian short on the spot, prices nominal.

BERGAMOT.—Spot, from 72s. 6d. per lb.

BIRCH TAR.—Rectified, 8s. per lb.

BOIS DE ROSE.—Brazilian, 18s. 6d. per lb. on the spot; shipment not offering.

CADE.—Spanish, 2s. per lb. for drum lots.

CAJUPUT.—Spot from 10s. per lb.

CALAMUS.—Spot 56s. 6d. per lb.

CAMPOR, WHITE.—Chinese, 1s. 9d. per lb. in bond; 1s. 6d., c.i.f.

CANANGA.—Spot, 33s. per lb.

CASSIA.—Short with prices nominal.

CASTOR.—Home produced B.P. oil, spot, £153 per ton naked ex mill (2-ton lots).

CEDARWOOD.—American rectified 9s. 6d. per lb. on the spot.

CELERY SEED.—From 96s. per lb.

CHAMOMILE.—Smalls 640s. per lb.

CHENOPODIUM.—About 35s. per lb. in original containers.

CITRONELLA. — Ceylon, spot, 6s. 7d.; shipment, 6s. 5d. per lb., c.i.f. Formosan, spot, none in bond; April-May shipment, 8s. 10d., c.i.f.; Chinese, 8s. 8d., c.i.f.; spot cleared.

CORIANDER.—B.P. oil, 48s. per lb., spot.

CUBEB.—Spot supplies of imported are 85s. per lb.

CUMIN.—Imported oil, 88s. 6d. per lb.; English-distilled, 85s.

DILL.—Imported, 38s. per lb., spot.

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English, 135s.

JUNIPER. — B.P.C. 1949 oil is from 14s. per lb on the spot. English-distilled, 140s. JUNIPER WOOD, from 5s.

LAVANDIN.—Spot from 9s. per lb. for original drums.

LAVENDER.—French from 20s. to 30s. per lb. as to quality.

LAVENDER SPIKE.—Spanish, 14s. per lb. for original drums.

LEMONGRASS.—Spot, 24s. 6d.; April shipment, 23s. per lb., c.i.f.

LIME. — West Indian distilled, 48s. per lb. on the spot.

OLIVE.—Spot, 19s. to 19s. 6d. per gall. in drums ex wharf; shipment, £190-£205 per 1,000 kilos, f.o.b. Spanish port.

PETITGRAIN.—Paraguay, 18s. per lb., spot; shipment, 17s. 6d., c.i.f.

RUE.—Spanish is 23s. 6d. per lb. spot.

UNITED STATES REPORT

NEW YORK, APRIL 24: A rise of some 3 per cent. is being predicted for crude SULPHUR exports during 1962. Last year 1.3 million tons were exported. Imported vitamins eased in price, the ASCORBIC ACID now being \$4.50 a kilo, down 30 cents, and ANEURINE HYDROCHLORIDE, \$17.75. down 50 cents. A 10-cent advance pushed SACCHARIN up to \$1.50 a lb. following the disappearance of cheaper imported offerings. ERGOT moved upward gradually to \$1.60 a lb., a gain of 30 cents, due to improved inquiry and some tightness in domestic stocks. Bourbon VANILLA BEANS were higher at \$8.25, up 25 cents a lb. The price for CITRAL was cut by 75 cents to \$7.25 a lb. JUNIPER BERRY OIL advanced 65 cents to \$3.65 a lb. owing to the short crop of berries in Italy. CORIANDER OIL at \$7 was up 75 cents a lb. East Indian SANDALWOOD declined by 50 cents to \$22.50 a lb.

ST. BARTHOLOMEW'S HOSPITAL MEDICAL COLLEGE, Charterhouse Square, London, E.C.1, at 5.30 p.m. Special University of London lecture in pharmacology. Professor E. Bárány (Royal University, Uppsala) on "Mode of Action of Pilocarpine in Glaucoma."

WORLD TRADE

U.S. Stockpile Materials.—The Office of Emergency Planning in Washington has published a full list of surplus items stored in United States stockpiles, valued at market prices as of December 31, 1961 at \$3,400 millions. Among "surplus" materials listed were: Hyoscine, 3,500 oz.; mercury, 37,000 flasks; pyrethrum (20 per cent. extract equivalent), 200 lb.; quinidine, 370,000 oz.; and shellac, 10,661,000 lb.

Indian Budget Proposals.—Among the Budget proposals for 1962-63 presented to the Indian Parliament by Mr. Morarji Desai (Finance Minister) were changes in the corporate tax structure to yield additional revenue of 102.5 million rupees. He also said that certain "highly essential drugs will be exempted from tax while the tax on other patent and proprietary medicines will be reduced from 10 to 7.5 per cent.

West German Chemical Output 1961.—West Germany's chemical industry will have to expand its exports still further to make up for increasing wages and costs, the Association of the West German Chemical Industry said in a recent report. Competition was increasing both in the domestic and the export markets, and the United States and Japan were two countries pushing their sales. The West German industry was forced to sell at least a quarter of its total output abroad. New markets, especially overseas, would have to be opened and this operation might possibly be joined, to development aid. This would require more than ever the help of the Government, but the industry wanted at the same time increased co-operation. West Germany's chemical exports last year were valued at DM 6,500 millions worth, an increase of 4.5 per cent. over the 1960 figure. Exports of organic and inorganic chemicals fell during the year but pharmaceuticals and plastics rose appreciably.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

April 18, 1962

- Therapeutic injectable iron preparations*, Astra, Apotekarnes Kemiska Fabriker, A.B. 898,001.
Phenolic compounds, Ethyl Corporation, 898,028.
Therapeutically-active substituted alkylamines, Pfizer, Ltd. 898,304.
Nuclearly substituted anilines and nitrobenzenes and their preparation, Sterling Drug, Inc. 898,045.
Dihydrocodeine camphorsulphonate and pharmaceutical compositions containing it, Orslymonde, S.A. 898,070.
Methods of and compositions for the treatment of bones, Olin Mathieson Chemical Corporation, 898,105.
3-Amino-5-triazolo[4,3-C] pyrimidines and process for their manufacture, Imperial Chemical Industries, Ltd. 898,408.
5-triazolo [2,3-C] pyrimidines, Imperial Chemical Industries, Ltd. 898,414.
Process for the manufacture of 2-amido-5-triazolo 2,3-C pyrimidines, Imperial Chemical Industries, Ltd. 898,409.
Steroids and the manufacture thereof, Upjohn Co. 898,291-93.
Process for the preparation of basic substituted carbinols, Karl Thomae, G.m.b.H. 898,010.
Multi-vitamin preparation and process for preparing same, Stuart Co. 898,107.
Steroids and the manufacture thereof, Upjohn Co. 898,294-95.

- Production of 5'-Nucleotides*, Yamasa Shoyu K. K. 898,334.
Process for the production of a zeolite, Farbenfabriken Bayer, A.G. 898,457.
Production of sulphonilamidiazines, American Cyanamid Co. 898,346.
Process for removing cations and anions from an aqueous solution, Farbenfabriken Bayer, A.G. 898,458.
Process for the production of neutral alkali metal salts of isomeric phthalic acids, J. Ratusky and J. Novosad. 898,048.
Process for the manufacture of hydrogen peroxide, Wacker-Chemie, G.m.b.H. 898,308.
Amino acid derivatives, Charles E. Frosst & Co. 898,101.
Aza-yohimbane compounds, Laboratoires Français de Chimiothérapie, 897,988.
Stabilisation of trichloroethylene, Imperial Chemical Industries, Ltd. 898,200.
Substituted benzamides, Lepetit, S.p.A. 897,989.
Sulphonyl substituted phenoxazines, Smith Kline & French Laboratories, 898,073.
Amino compounds, Karl-Thomae, G.m.b.H. 898,068.
Production of 5,6-dimethylene-1,2,3,4,7,7-hexachlorobicyclo-[2,2,1]-heptene-(2), Badische Anilin- & Soda-Fabrik, A.G. 898,378.
Method for the preparation of benzothiadiazine natriuretic agents, Simes, S.p.A. 898,109.
Asymmetrically substituted disulphonamides, C. F. Boehringer & Soehne, G.m.b.H. 898,243.
Determination of moisture content, National Research Development Corporation, 897,956.
Cyclopentanophenanthrene compounds and process for the production thereof, Syntex, S.A. 897,986.
Preparation of steroid derivatives, Glaxo Laboratories, Ltd. 898,093.
Derivatives of thionothiol phosphoric acid, Farbenfabriken Bayer, A.G. 898,313.
Thiophosphoric acid esters, Farbenfabriken Bayer, A.G. 898,418.
Thiophosphonic acid esters, Farbenfabriken Bayer, A.G. 898,277.
Packaging of hypodermic needles, S. & R. J. Everett & Co., Ltd. 898,039.
Bandage, Johnson & Johnson, 898,178.
Self-sterilising packing material and method of producing same, Astra Apotekarnes Kemiska Fabriker, A.B. 898,320.
British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Building, Chancery Lane, London, W.C.2, from June 6, 1962.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," April 11

- For photographic apparatus and instruments; objectives (lenses) for photographic cameras, projection apparatus, microscopes, telescopes and for field glasses; and telescopes, microscopes, cinematographic cameras, and projection apparatus (photographic and cinematographic) (9)*
 SUMMARON, SUMMICRON, 828,959-60, by Ernst Leitz, G.m.b.H., Wetzlar, Germany.

From the "Trade Marks Journal," April 18

- For washing and cleaning preparations, and non-medicated toilet preparations for cosmetic purposes (3)*
 HELST, B816,849, by A.B. Henkel-Helios, Stockholm, 32, Sweden.
For preparations for the hair (3)
 MEDALLION, 819,127, by Hans Schwarzkopf, Hamburg-Altona, Germany.
For preparations for dyeing, tinting or colouring the hair (3)
 REVLOX SOFTINT, 824,264, by Revlon, Inc., New York, U.S.A.
For all goods (3)
 ALINOR, 826,742, by A/S Apothekernes Laboratorium for Specialpræparater, Oslo, Norway.
For all goods (5)
 ULPAX, 823,072, by Roche Products, Ltd., Welwyn Garden City, Herts, TRIZIL, 824,464, by Glaxo Laboratories, Ltd., Greenford, Middlesex, ORTHO-NOVIN, 825,074, by Ortho Pharmaceutical Corporation, Raritan, New Jersey, U.S.A. THOMICASE, 827,115, by Albert René Joseph Castaigne, Toulouse (Haute-Gar-

onne), France. PELUSAN, 829,145, by Bradley & Bliss, Ltd., Reading.

For non-medicated toilet preparations, cosmetic preparations and preparations for the hair; perfumes, dentifrices, soaps, cleaning and polishing preparations and detergents (not for use in industrial or manufacturing processes); and toilet articles (3)

12 BORE, 826,780, by C. Mitchell & Co., Ltd., London, E.C.1.

For non-medicated toilet preparations, cosmetics, perfumes, preparations for the hair, non-medicated bath oils, lipsticks, dentifrices, soap and eau-de-Cologne (3)

OPERA, 827,117, by Société Maurice Blanchet, Parfums de Luxe, Suresnes (Seine), France.

For nutritional additives to animal feeding stuffs (5)

HYDAN, 822,087, by E. I. Du Pont de Nemours & Co., Wilmington, Delaware, U.S.A.

For pharmaceutical preparations and substances, all being goods for use by oral administration (5)

VACCORAL, 826,347, by Sanitas Co., Ltd., London, S.W.9.

For pharmaceutical preparations and substances for human and veterinary use, all being goods containing amines (5)

ALFAMINE, 830,031, by Imperial Chemical Industries, Ltd., London, S.W.1.

For optical, photographic, and cinematographic instruments, objectives and lenses (9)

KERNAR, 805,541, by Kern & Co., A.G., Aarau, Switzerland.

For pharmaceutical preparations (5)

FERTILAR, 826,882, by Armour Pharmaceutical Co., Chicago, Illinois, U.S.A.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

- MASS ORAL (SABIN) poliomyelitis vaccination in Czechoslovakia. *Brit. med. J.*, April 21.
 QUADRUPLE VACCINE. Antibody response in infants to the poliomyelitis component of a quadruple vaccine. *Brit. med. J.*, April 21.
 TETANUS TOXOID. Allergic reactions to. *Brit. med. J.*, April 21.
 TETRACYCLINE. Teeth pigmented by. *Lancet*, April 21.
 SUXAMETHONIUM. Apnoea due to. *Lancet*, April 21.
 POLIOMYELITIS VACCINE and triple antigen. *Lancet*, April 21.
 NOVOBIOCIN. Jaundice of the newborn due to. *Lancet*, April 21.
 CARISOPRODOL AND PHENYRAMIDOL. Evaluation of, for addictiveness. *Bull. Narcot.*, October-December 1961.
 DRUG CONTROL IN SWEDEN. *Bull. Narcot.*, October-December 1961.
 MODERN ANALGESIC DRUGS. Microchemical identification of. *Bull. Narcot.*, October-December 1961.
 TRANQUILLISING AND RELATED DRUGS: properties for their identification (part II). *Bull. Narcot.*, October-December 1961.
 ASCORBIC ACID-PEROXIDE PREPARATION AND PENICILLIN CHEWING-GUM. A clinical trial of, in the treatment of acute ulcerative gingivitis. *Brit. dent. J.*, April 17.
 1,1 dichloro-2-p-chlorophenyl-2-o-chlorophenylethane. Action of, on dog adrenal cortex. *Science*, April 6.
 FURAZOLIDONE. The treatment of infectious sinusitis of turkeys with. *Vet. Rec.*, April 21.
 ISOTOPE separation by electrodifussion. *Nature*, April 21.
 CHLOROPHYLL. An improved method for the separation and purification of. *Nature*, April 21.
 SALICYLIC ACID. Occurrence of, in milk. *Nature*, April 21.
 Structure of MUCOPROTEIN isolated from normal and tumoral cartilage. *Nature*, April 21.
 AUTOMATED INSTRUCTION—its potential in the fields of pharmacy. *Amer. J. hosp. Pharm.*, March.
 GERMICIDAL ACTIVITY. The effect of some wetting agents on the germicidal activity of hexachlorophene. *Amer. J. hosp. Pharm.*, March.
 POLYETHYLENE OXIDE water-soluble resin as a suspending agent for calamine lotion. *Amer. J. hosp. Pharm.*, March.

For Chemists only ...

Note These Prices!

ASPIRIN (B.P. 5 grain)

| | | | |
|--------------|------------|------|-----------|
| Bottles of: | 25 tablets | 2/11 | per dozen |
| " " | 50 " | 4/11 | " " |
| " " | 100 " | 7/9 | " " |
| Strip packed | 5 " | 12/- | per gross |
| " " | 25 " | 2/6 | per dozen |
| " " | 100 " | 7/6 | " " |

CODEINE Compound B.P.

| | | | |
|--------------|------------|------|-----------|
| Bottles of: | 12 tablets | 5/3 | per dozen |
| " " | 25 " | 9/- | " " |
| " " | 50 " | 16/- | " " |
| " " | 100 " | 30/- | " " |
| Strip packed | | | |
| cartons of: | 12 tablets | 4/9 | per dozen |
| " " | 24 " | 8/- | " " |
| " " | 50 " | 15/- | " " |
| " " | 100 " | 28/- | " " |

A.P.C. (B.P.C.)

| | | | |
|--------------|------------|------|-----------|
| Bottles of: | 25 tablets | 6/- | per dozen |
| " " | 100 " | 18/- | " " |
| Strip packed | | | |
| cartons of: | 12 tablets | 5/- | per dozen |
| " " | 100 " | 16/6 | " " |

SPECIAL OFFER

5 per cent discount on orders received before MAY 31st.

2½ per cent cash with order in seven days. Carriage paid over £3

DEV PRODUCTS

HOLYWELL TRADING ESTATE · WATFORD

Telephone: Watford 21812

TEAR OUT AND TURN — ORDER FORM OVERLEAF ►

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BUSINESS REPLY FOLDER
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**DEV PRODUCTS,
HOLYWELL TRADING ESTATE,
WATFORD,
HERTS.**

FOLD HERE AND TUCK IN

ORDER FORM**DEV PRODUCTS, Holywell Trading Estate, Watford, Herts.***Please supply :—***ASPIRIN** (B.P. 5 grain).....Bottles/Strip packs of.....tablets at.....doz./gross**CODEINE** (Compound B.P.) Bottles/Strip pack cartons of.....tablets at.....doz.**A.P.C.** (B.P.C.).....Bottles/Strip pack cartons of.....tablets at.....doz.

NAME

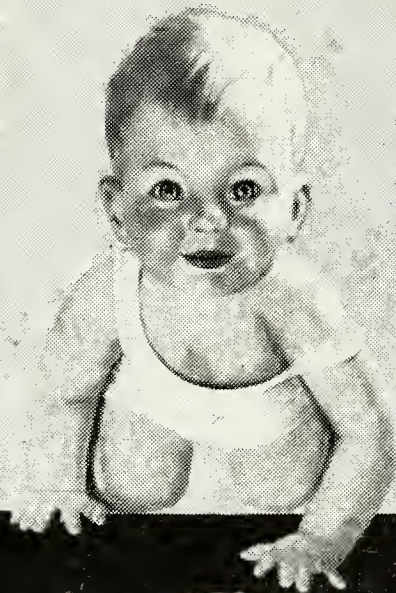
ADDRESS

.....

AN IMPORTANT ANNOUNCEMENT

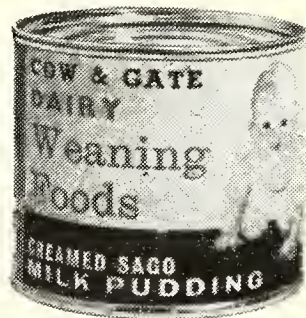
Introducing

(for sale through Chemists only)



Cow & Gate

DAIRY WEANING FOODS



RETAIL PRICE:— 6 OZ TINS FOR ONLY 9d

... in the Six delicious varieties mothers have asked for!
DAIRY CREAMED GROUND RICE, CREAMED SEMOLINA,
CREAMED SAGO, CREAMED TAPIOCA, CREAMED BARLEY
and EGG CUSTARD.

Large full colour advertisements in the leading Women's and
Nursing magazines and a nation-wide Television Campaign
will create the sales—be sure *you* can meet the demand.

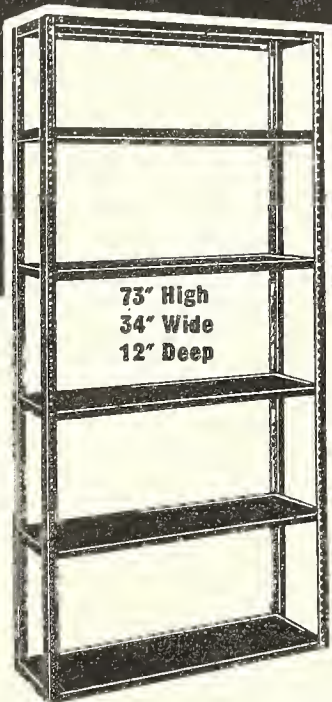
Order direct or through your wholesaler.
Attractive promotional material will be
sent on application to Cow & Gate Ltd., Guildford, Surrey.
All Chemists interested in a quick turnover at the right
margins should place their orders NOW to meet the demand
we are creating.



COW & GATE

The choice of millions of mothers





Today's best value in heavy gauge **STEEL** **SHELVING**

£3.15.0

Also available in white at £5.15.0.
Extra shelves in white at 11/6 each.

Unassembled ready for erection

- Brand new—Manufactured in our own works.
- Shelves adjustable every inch.
- Heavy gauge shelves will carry 400lb. distributed weight each.
- Stove enamelled dark green.
- 6 shelves per bay—Extra shelves 8/- each.
- Quantity discount on orders for six bays or more.
- Send for Catalogue of other storage equipment.

DELIVERED FREE IN ENGLAND, SCOTLAND & WALES.
Satisfaction guaranteed or equipment replaced

N. C. BROWN LTD

Shelving Division, Heywood, Lancs.

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PHARMACY FITTINGS . .

A good selection in stock
of **COUNTERS**
WALL CASES
FITTINGS etc.

★ Price list on request. Inquiries
welcomed for complete installations

MAUND & BERG

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BURROUGH'S

S.V.R. DOUBLY RECTIFIED

JAMES BURROUGH LTD.,
1 CALE DISTILLERY LONDON S.E.11

Culmak

SHAVING BRUSHES

The FAMOUS

HAIR ROLLERS

"FABULO" Brand (regd.)

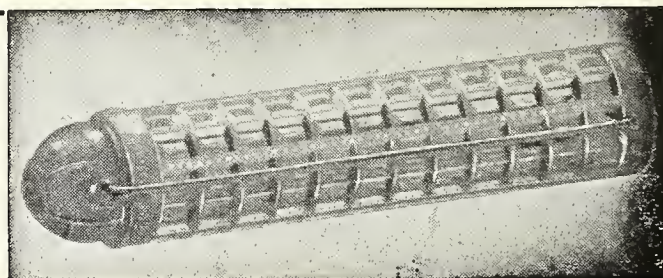
the world's best and cheapest (unbreakable) are available in
7 different sizes and counts
to suit every possible hair style
(4 to 5 sizes are required for certain hair styles)

Uniformed RETAIL PRICE of

2/4 per packet

and costing to the Chemist 18/8 per doz. packets inc. P.T.

POPULARITY AND QUALITY
SECURE LARGE TURNOVER



Supplies and Metal Display Stands from the wholesale trade or
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Perma-Strate

The Original and World's Largest Selling

CREAM

HAIR STRAIGHTENER



No Burn • No Redness • No Irritation

Hair Looks Naturally Straight

... So Soft and Easy to Manage

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Telephone : AMHerst 1062/5 Cables : Kenrosa London



Getting him on his feet

'Distivit' is a peptide preparation specially made for oral administration of vitamin B₁₂. It is being widely prescribed, and recommended, when there is need to restore appetite and the general feeling of well-being.

'DISTIVIT'

Oral Vitamin B₁₂ Peptide HASTENS RECOVERY

'DISTIVIT' TABLETS

| | | |
|--------------------|----------------|-----------|
| 20 mcg. tablets | Tube of 25 | 2s. 8d. |
| | Bottle of 100 | 8s. 8d. |
| 100 mcg. tablets | Tube of 25 | 7s. 6d. |
| | Bottle of 100 | 21s. 10d. |
| | " " 500 | 100s. 6d. |
| 1,000 mcg. tablets | Foil pack of 4 | 6s. 0d. |
| | Bottles of 50 | 55s. 0d. |

Trade prices.

'DISTIVIT' ELIXIR

| | |
|----------------------------------------------------------------------------|----------|
| Bottle of 4 fl. oz. (approx. 114 ml.) | 3s. 0d. |
| " " 40 fl. oz. (approx. 1,136 ml.) | 24s. 0d. |
| Each 3.5 ml. teaspoonful contains 20 mcg. vitamin B ₁₂ peptide. | |



THE DISTILLERS COMPANY (Biochemicals) LIMITED, Broadway House, The Broadway, Wimbledon, London, S.W.19
Telephone: LIBerty 6600 Owners of the trade mark 'Distivit'

PPH2461

DO YOU KNOW?

THAT

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EXTRA STRENGTH



CONTAINS



AFRICAN
PYRETHRUM

AND IS

50% STRONGER

THAN THE
PYRETHRUM BOARD'S
MINIMUM SYMBOL
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ORDER NOW!

Also "SECTO" Moth-Proofers
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CUPAL LTD.

PHARMACEUTICAL LABORATORIES
BLACKBURN Tel: BLACKBURN 7714



'CARNATION CHARLIE' ON THE MARCH AGAIN!

for the most popular corn remover

On 10 ft. high posters in the big cities and towns, and advertisements in the National Press this summer, our famous tramp will be featuring CARNATION CORN CAPS and advertising them as "FROM CHEMISTS ONLY."

All you have to do is to ensure you have him on display all the time and there will be regular easy sales!

CARNATION CORN CAPS—A "BEST SELLER"

NOTE NEW PRICES AS FROM APRIL 2, 1962

Retail 1/6 PER PACKET (INCL. P. TAX)

Trade 124/- GROSS + P. TAX 31/-

GENEROUS BONUS ON QUANTITIES

Also recommended, **CARNATION CALLOUS CAPS**, revised prices as above

A PRODUCT OF **Coxson, Gerrards & Co. Ltd.** **OLDBURY, BIRMINGHAM**
Telephone: BROadwell 1355 (5 lines)



**Have you
ordered what
the partnership
will be buying
next week?**



What partnership

Wherever your business is situated, anywhere throughout Britain, you can take this for granted: better than one in every three women in your neighbourhood have one special link in common. They all read the weekly magazine 'Woman.'

That's a very fine profit insurance for you. You're certain of a sale for any product advertised in 'Woman.'

These 'Woman' women are so devoted to the magazine that we call them THE 'Woman' PARTNERSHIP—over 8,000,000 strong. They are really attached to 'Woman,' hook, line, and sinker. It's not a casual switch-on like TV; not a daily "husband's left-over" like a newspaper; but a real womanly get-together with no men present, which goes on for seven days of every week.

Quite a lot of them **must** shop with you. So every week they'll want 'Woman'-advertised goods. You have therefore a sure profit if you stock 'Woman'-advertised goods yourself. Link with the partnership and you link with assured sales.

Ask your wholesaler for partnership products

... those advertised in *Woman*

the most powerful weekly for women in the world

**The
Woman
partnership
is behind
every major
product**

Every top-selling product that a woman buys for herself or her family—from soap to medical products—is mass-advertised in 'Woman.' These advertisers are out to increase *your* sales. They do so by advertising in 'Woman'—the most powerful sales force they can buy to do the job. Don't let the extra demand which 'Woman' advertising creates catch you napping. Goods ordered from 'Woman' advertising won't stay long on your shelves. They're *Partnership products*—those advertised to 41% of all women every week. Be sure you know them—and stock them.



WORLD'S GREATEST WEEKLY FOR WOMEN 6p
Week ending April 28 1962 Every Wednesday

Woman

HOLIDAY OUTFITS
PATTERN FOR 1s. 10d.



TELLING
CHILDREN
THE FACTS
OF LIFE
Are fathers
negligent?

This is 'Woman' which controls a weekly partnership of over 8,000,000 women customers who trust 'Woman' to tell them what to buy.

'Woman' has the biggest weekly sale of its kind in the world—over 3,000,000 copies which are read by 41% of all women in the country. (*Latest I.P.A. Survey.*)

The symbol below expresses the fact that 'Woman' is more than a magazine. It is a direct link with Britain's best customers who can only be influenced all **together** through its pages. We call products advertised there partnership products—they are sure sellers.



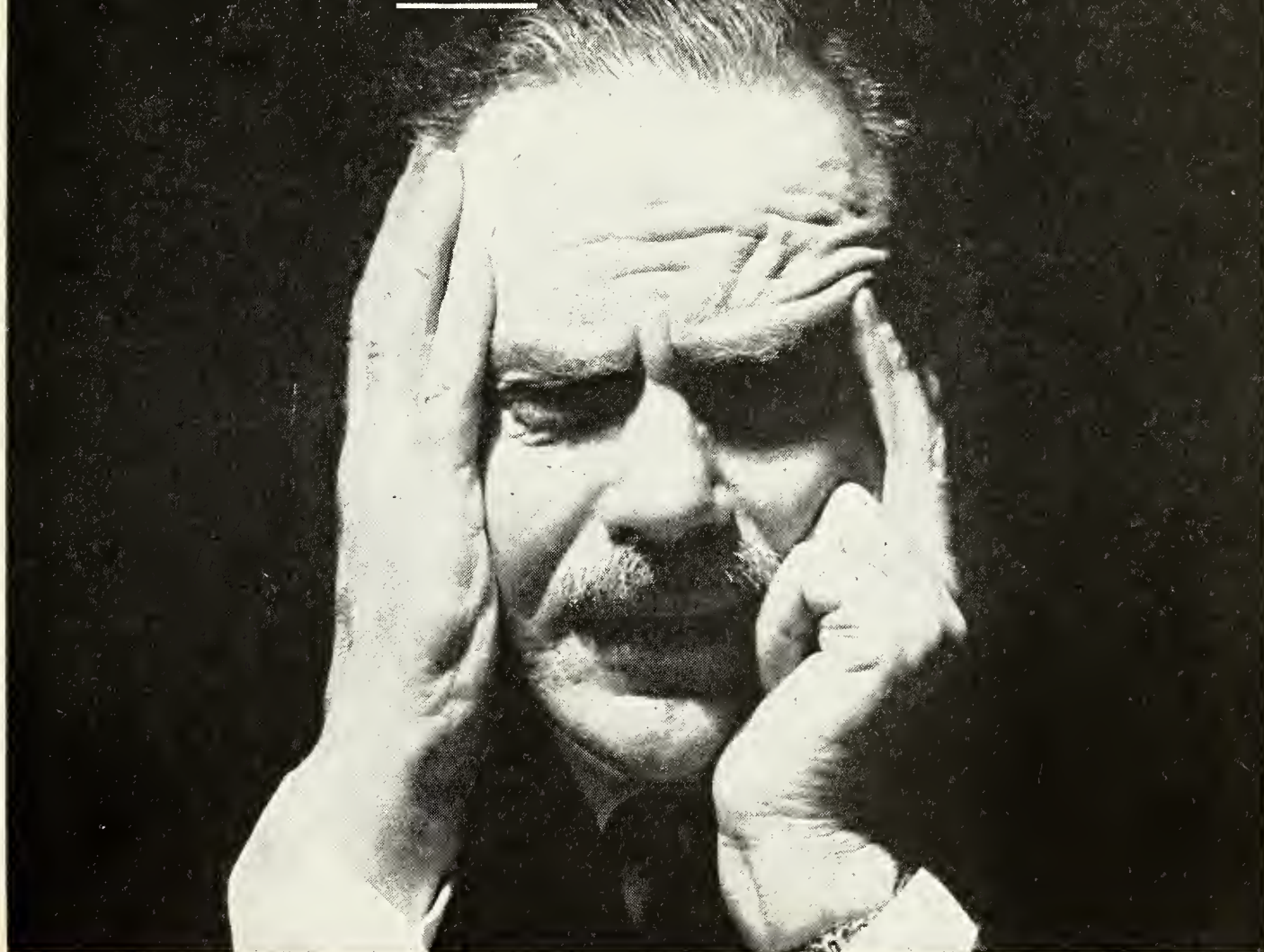
Woman

A partnership of readers and
advertisers created by the world's
greatest weekly for women

John Dennett, Advertisement Director,
ODHAMS PRESS LIMITED,
96/98 Long Acre, London, W.C.2.
Telephone: Temple Bar 2468 (100 lines).
Telegrams: Southernwood Rand, London.

NEW NACTISOL^{Regd.}

Relieves Peptic Ulcer Pain and Tension



Nactisol is a combination of an anticholinergic and an anxiety-relieving drug.

Nactisol * **halves gastric acid secretion**

* **lessens gastric spasm**

* **relieves mental stress and dispels anxiety**

Nactisol is an ideal formulation. It is long acting and gives an even clinical response without side effects.

Each Nactisol tablet contains Nacton 2mg. and butabarbital 7½ mg.



Nactisol is a product of British research at

BEECHAM RESEARCH LABORATORIES LIMITED

Brentford, England. Telephone: ISLeworth 4111

N/L.1

D

EVERSHARP SCHICK

● The world's biggest-selling injector razor

**ALREADY THE FIRST CHOICE
OF HUNDREDS OF THOUSANDS
OF MEN IN THE LONDON
ITV AREA**



GOES NATIONAL ON MAY 9TH with this massive advertising support

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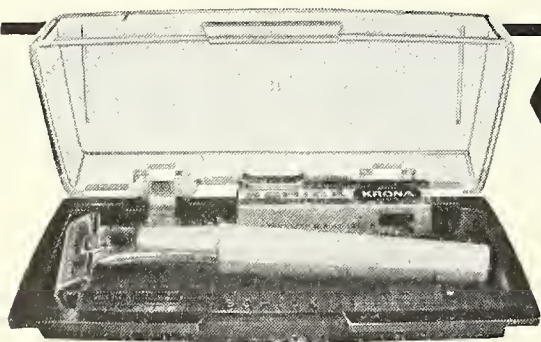
Whole pages in the Daily Express and Daily Mail. Repeated giant spaces in the Express, Mail and Mirror.

ON TV:

30-second spots at peak times week after week.

IN YOUR SHOP:

Exciting display material!



◀ **The Y100 model
Retails at 7/6**

Also special De Luxe HM.500 (not illustrated) featuring exclusive Hydromagic action for easier-than-ever rinsing. In Presentation Case.
Retails at **25/6**

All Schick Razor Kits have the sensational new **SCHICK** Injector Blades with 'KRONA-Edge'—the non-feel blades that shave your beard, not your skin. 10 blades retail at **4/6**
World-famous Schick Regular Blades also available. 10 blades retail at **3/-**
Schick injector blades fit all injector razors

Your usual wholesaler can supply you, or order direct from: Sole Distributors

J. C. Gambles & Co. Ltd.

209/215 Blackfriars Road, London S.E.1



NEW FROM FIELDS- PERFUMED SHAMPOO

in Fields best-selling bathtime fragrances

Fields introduce a new perfumed shampoo that has all the makings of a best-seller. Why? It offers a woman a choice of the three well-known French fragrances that already attract thousands of regular customers for Fields bathcubes, talc, soap and perfume. Expect sales to match up to the popularity of French Pink, French Moss and French Flowers.

Publicity note: Extensive advertising has begun in the Daily Mirror. Goes on during April and May in Everywoman, Flair, Modern Woman, Vanity Fair, Vogue and Woman & Beauty. Plus *colour* advertisements in Woman and Woman's Own. Stock up now to meet the demand.

FRENCH PINK

FRENCH MOSS • FRENCH FLOWERS



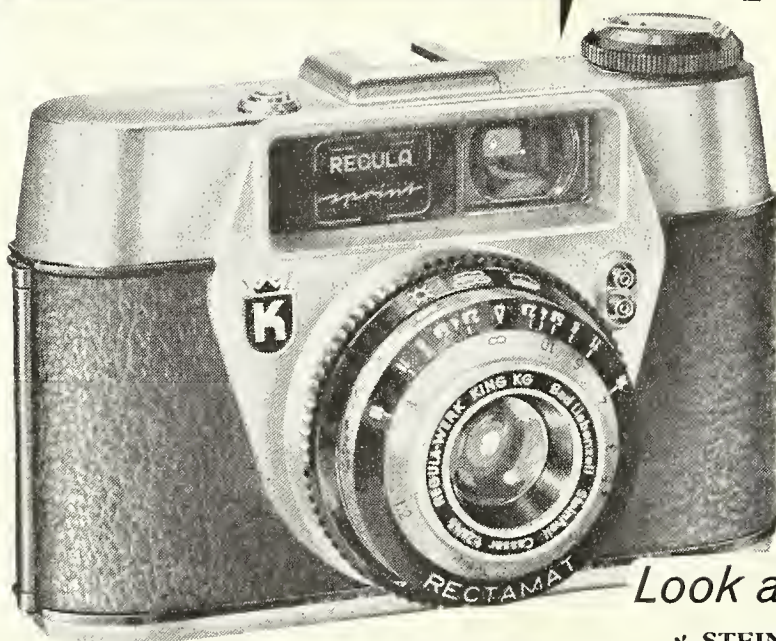
Retail price per unit 10d.
Min. pack 3 doz. assorted in display outer. **Trade price per pack** 17/3, + 27½% P.T.
These trade prices will count towards Fields special display terms in the usual way.

On the scent of something new from **Fields** OF BOND STREET

SENSATIONAL NEW

REGULA

Sprint



**SELLS
AT
£9.19.9**

Look at its selling points—

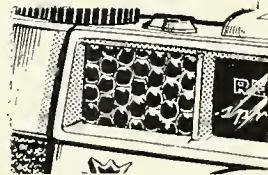
Not one other camera offers so much at the price. If you want to keep ahead in camera sales you can't afford not to be selling the Regula 'Sprint' this spring and summer. It sets a new level of performance for a low price camera.

- * STEINHEIL CASSAR f2.8 coated colour-corrected LENS.
- * PROGRAMMED EXPOSURE SETTING with a SINGLE RING.
- * CHOICE OF EXPOSURE by time/aperture combinations or symbols for subjects and light conditions.
- * FULLY PROGRAMMED 'RECTAMAT' SHUTTER to 1/250 sec.
- * TRUE LUMINOUS FRAME VIEWFINDER.
- * LEVER WIND with double exposure prevention
- * HANDY RE-WIND LEVER
- * TWIN SYNCHRONISED for flash
- * AUTOMATIC ZEROING EXPOSURE COUNTER.
- * MADE BY CRAFTSMEN IN WEST GERMANY.

**DYNAMIC TV and
NATIONAL PRESS
ADVERTISING**

starting April will make
23 MILLION PEOPLE CAMERA-CONSCIOUS
be ready for the demand
STOCK UP NOW!
Special Discounts for quantities.

The REGULA 'Sprintic'
Same brilliant specification
as the 'Sprint' plus precision
Bewi 'Measuring Eye' to
sell at **£15.19.9**



Write to Dept. R75

PHOTOPIA LTD., Newcastle, Staffs.

THE EVENT OF THE YEAR FOR EVERY RETAILER

the **Shopshow**

Shop Equipment & Self-Service Exhibition

OLYMPIA 28 MAY—1 JUNE

**New profit-making ideas
in every type of
shop equipment**

If you sell to the public—in the shop on the corner, the big store, the supermarket chain—or whether you are a grocer, ironmonger, stationer or chemist—a visit to the SHOPSHOW will bring you up-to-date on the world's newest marketing equipment and methods. See the latest developments in the retailing revolution—gather new ideas for maximum efficiency—more powerful display—quicker turnover. Post the coupon today for free ticket(s).

Organised for Self Service & Supermarket Magazine by Iliffe Exhibitions Ltd.

**POST
NOW
FOR
FREE
TICKETS**

Iliffe Exhibitions Ltd., Dorset House, Stamford Street,
London, S.E.1

Please send me the SHOPSHOW brochure(s) and season ticket(s)

NAME.....

COMPANY.....

ADDRESS.....

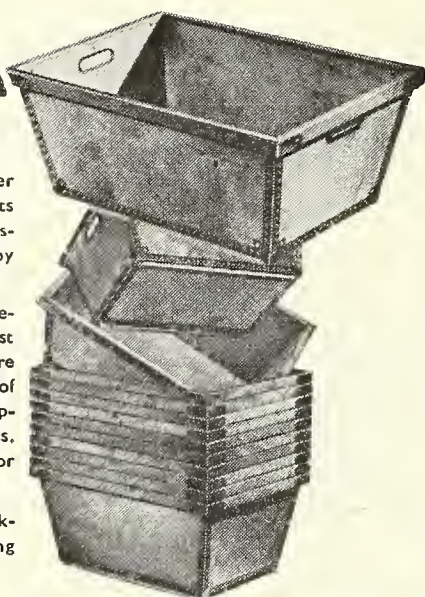
SS.6

CUT COSTS with **PLYFA** NESTING SKIPS

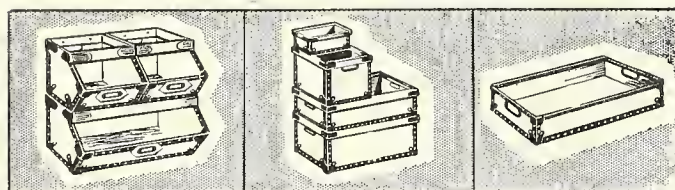
From wholesaler to retailer without repacking saves costs—now this well-proven system can be modernised by the NEW PLYFA skip.

Constructed from water resistant plywood and first quality hardwood. Pressure assembled with rustproof steel strip ensuring exceptional rigidity and lightness. A contemporary design for modern conditions.

Especially suitable for stacking and mechanical handling systems.



OTHER PLYFA CONTAINERS



Type BB

Type D

Type LI

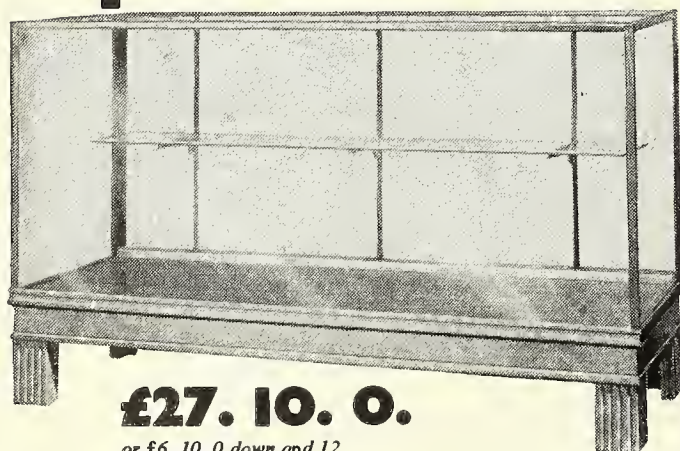
Write for illustrated leaflet or ask our representative to call.

LURALDA LTD.

1BEX HOUSE, MINORIES, LONDON, E.C.3.

Tel. ROYal 1852

6 ft. DISPLAY COUNTER



£27. 10. 0.

or £6. 10. 0 down and 12 monthly payments of £2.

Make the most of your displays with this handsome counter. Sliding glass doors and adjustable shelf. Light oak finish.

Dimensions: 72" long, 36" high (including 6" legs), 24" deep.

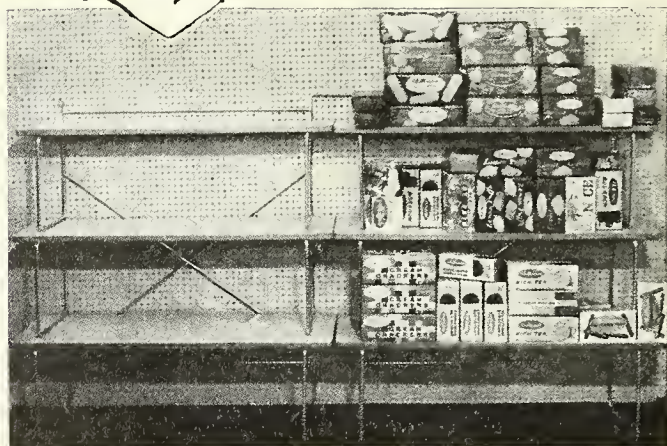
Delivered free by our own van to all areas

Send for Illustrated Brochure

THIRSK

EQUIPMENT COMPANY LIMITED. Dept. C.D., 741-743 Garratt Lane, London, S.W.17. Tel: WIMbledon 2291 (4 lines)

POROSAN introduce amazingly economical DISPLAY GONDOLAS



JUST OUT! These new Gondolas will help to increase turnover very considerably. Already demand is brisk for the new Gondolas because of their outstanding design and features.

Ideal for the Chemist, erected in minutes. Colourful, sturdy and very economical—can be dressed from behind.

Write for full details of these and the famous **VENDORPOLES** to

Porosan (D.I.Y.) Ltd., Display Division, 215 South Street, Chichester, Sussex. Tel: 3781/2

SPECIALLY PRODUCED WITH THE CHEMIST IN MIND

$\frac{3}{8}$ $\frac{5}{8}$ & $\frac{7}{8}$



with clip-on attachments for easy fixing to glass shelving. Black or Cream.

'EASI TIKS' offer you a fully flexible and interchangeable ticketing system in a wide range of colours and sizes.

BOTTLE TICKETS complete with fasteners * MAGNETISED TICKETS adhere simply and quickly to most metallic surfaces including canned goods * PLASTIC SHOWCARDS, a do-it-yourself sales aid with a professional look * Numerals, letters and signs from stock or made to your own specification * Pricing inserts interchangeable both in bottle ticketing and shelf edge stripping * Easily adapted for the decimal system * LABELS, TICKETS, TAGS, ETC.

Whatever your problem please write for free leaflet and samples or request our representative to call.

THE PLASTIC TICKET CO. LTD.

Plastics Factory, Keyworth, Notts.

Tel: Plumtree 2919

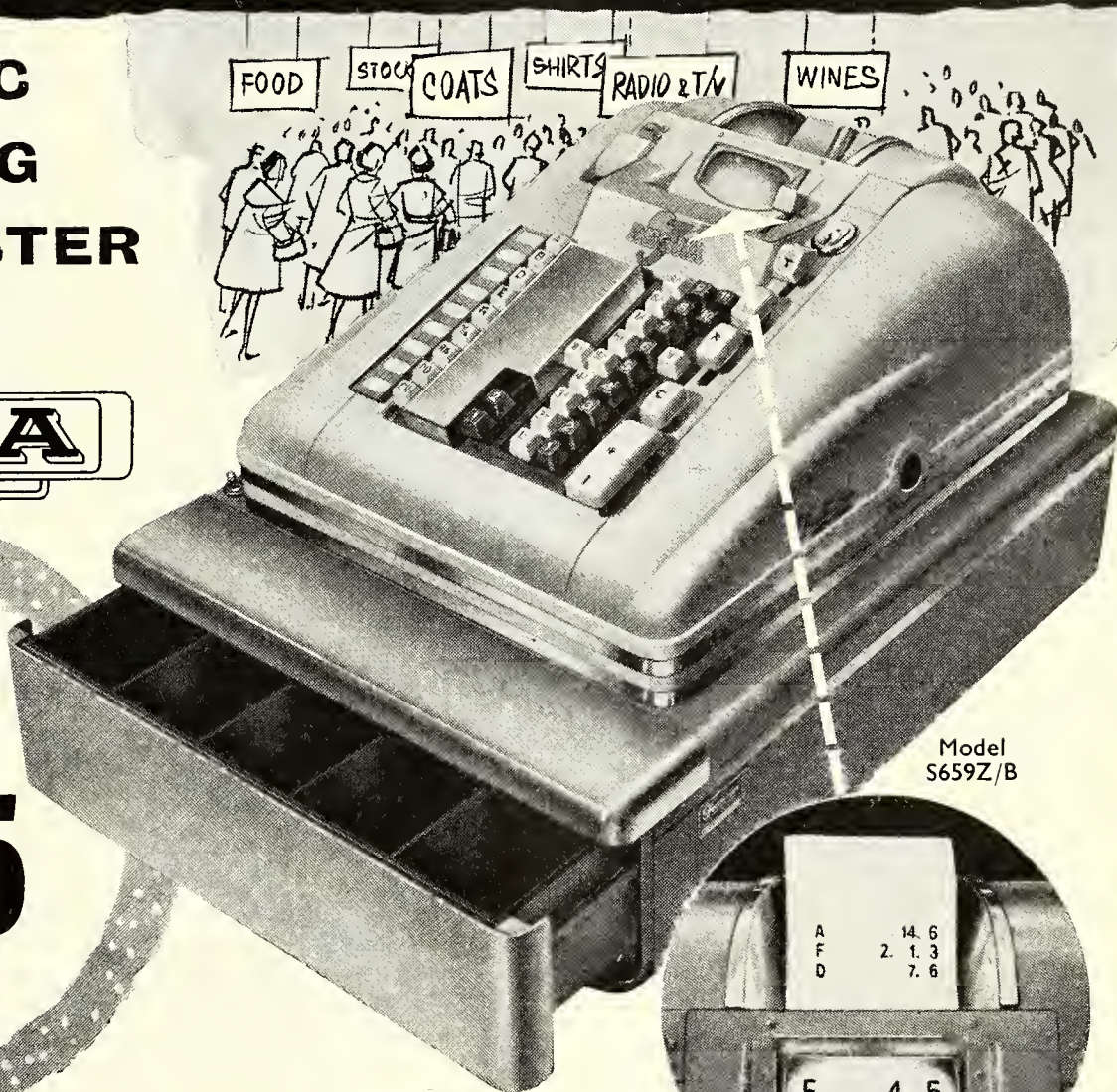
The 'ECONOMISER' -a NEW Sensational LOW COST-

**ELECTRIC
ITEMISING
CASH REGISTER
FROM**

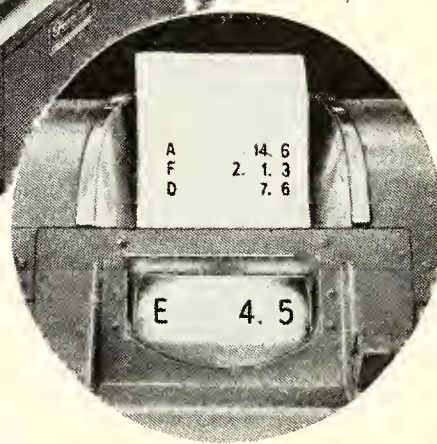
REGNA

at the
**AMAZINGLY
LOW COST OF
£105**

H.P. TERMS
AVAILABLE



Model
S659Z/B



**'EASI-VIEW'
ILLUMINATED REGISTRATION**
ensures accurate reading of items, easy
checking and less eye fatigue.

Automatically added
receipt.

Speed with simplicity.

10 years' guarantee.

Total locking device.

Ensures customer's
satisfaction.

Fully guaranteed service available
throughout the U.K. by factory-
trained, skilled service engineers.

Easily and quickly converted to
decimalisation.

- Printed grand total of
days' takings.
- First class after sales
service.
- Ease of recording credit
sales.

**Post
this
NOW!**

TO THE REGNA CASH REGISTER CO.

27 John Adam Street, London W.C.2. Tel: TRAlgar 3351

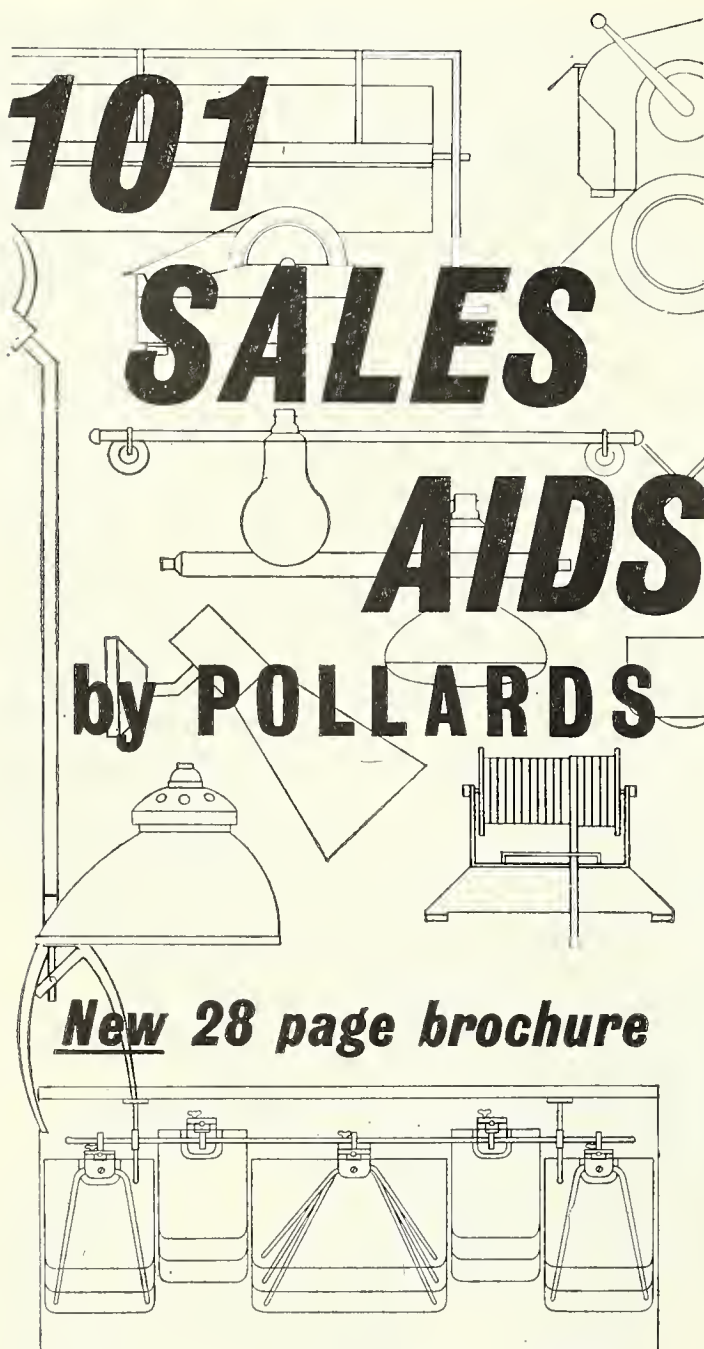
Please arrange for me to see a demonstration of the new sensational
'ECONOMISER' and/or post further details of this and other models.

NAME

ADDRESS

BUSINESS

A.4



101 SALES AIDS by POLLARDS

New 28 page brochure

illustrating ROD DRESSING
—the answer to easier and better displays

also

**GLASS SHELVES, STANDARD BARS
TAPPED BARS & BRACKETS, PELMETS
PEDESTALS, COUNTER TOP DISPLAYS
PROTECTIVE GRILLES & SCREENS
LIGHTING UNITS, DEMISTERS, etc.**

To obtain your copy, please write or phone

E. POLLARD & CO. LTD.

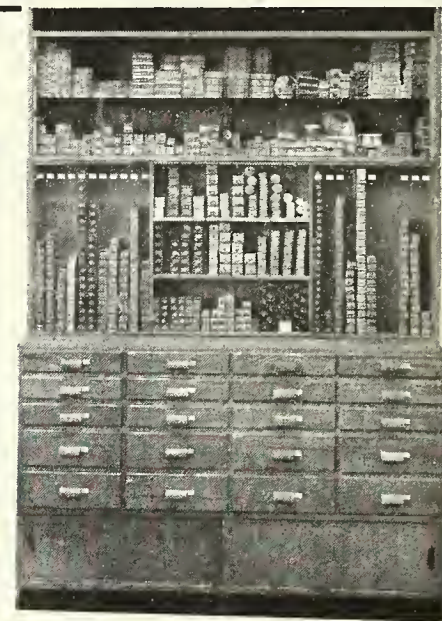
Factory: Highbury Grove, London, N.5. CANonbury 3033
Showrooms: 29 Clerkenwell Road, London, E.C.1. CLerkenwell 6701

Buy direct from the manufacturers
NORLAND INTERIOR
DISPLAY UNITS

**THE
"PH2"
FILM UNIT**

This attractive and useful Fitting has a dispenser specifically designed for the quick and easy sale of films. The dispenser is divided at the back by glass partitions and as a film is removed so another drops into its place. A display section fitted above the dispenser unit is ideal for showing all forms of accessories, and has glass sliding doors and glass shelf. Below the film dispenser is a drawer and stock cupboard unit with flush sliding oak doors.

The whole unit is French polished in light oak and has an angled cornice running the full length of the fitting in either an oak or ebony finish.




As illustrated 5' long × 7' high with 20 drawers. Ex-works **£77**

6' long × 7' high with 25 drawers. Ex-works **£85**

We welcome all your shopfitting enquiries

★ Deferred payments can be arranged ★ Write for complete catalogue

LIDDLE KEEN & CO., LTD.
NORLAND YARD, LONDON, W.11 Tel: PARK 9881/2



Automatic NEW!
£39½ CASH REGISTERS

Cash "ACCOUNTS YOUR STOCK"
"Complete as illustrated" Itemized Receipt THE "1962" ITEMIZER
Easy Terms £4
Deposit ORDER NOW!

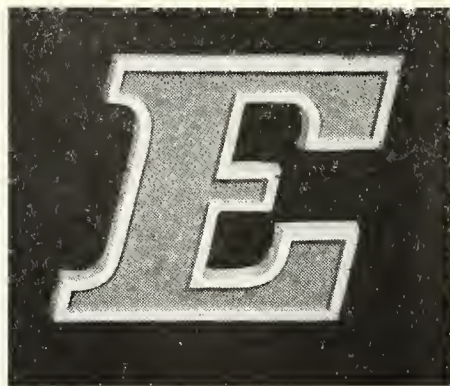
Balance 12 to 18
Equal Monthly p'm'ts
"Immediate Delivery"
Nation Wide Service

(Electric Model £74½) ONLY OBTAINABLE AT:

"Fully Guaranteed"
Please send me FREE
Illustrated Brochure.

DEICHES CASH REGISTERS
(Showrooms) 131 PRAED STREET, LONDON, W.2
Phone: PALdington 7325, write or call

Name
Address
CM/A1



**LONG-LIFE
SIGN LETTERS**

Send for leaflet on Long-Life Sign Letters or send fascia sizes for free sketch layout if required to Dept. CD

WARD & CO. (LETTERS) LTD.
6-12 WILDER ST., BRISTOL, 2.

**Cut
shop-
fitting
costs
with**



Remploy

Patent No. 641839

Lundia

SHELVING

KNOWN THROUGHOUT THE WORLD

NO OUTSIDE LABOUR NEEDED TO ASSEMBLE

Fitting or refitting your shop with Remploy-Lundia prefabricated shelving saves you money. It needs no outside labour to assemble . . . it costs far less than custom-built installations . . . and it is remarkably adaptable.

Because of the comprehensive range of sizes, Remploy-Lundia Shelving can fit into any given wall space to *within 6 inches*. Each shelf is adjustable—can be moved up or down at intervals of $\frac{3}{4}$ inch.

Any combination of widths can be joined together, and extension bays are easily added to existing Remploy-Lundia units.

Made from polished hardwood in natural finish, Remploy-Lundia Shelving is smart looking as well as practical. Remploy-Lundia can cost as little as 70/- per foot by 6ft. high.

Fill in coupon today for full details of Remploy-Lundia Shelving

TO : REMPLOY LIMITED, Remploy House, 415 Edgware Road, N.W.2. Tel : GLA. 8020

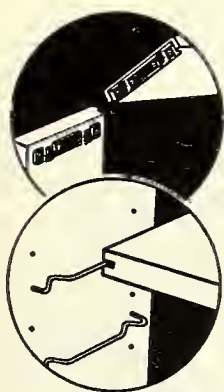
Please send me full details of Remploy-Lundia Shelving

NAME.....

ADDRESS.....

C.D.1

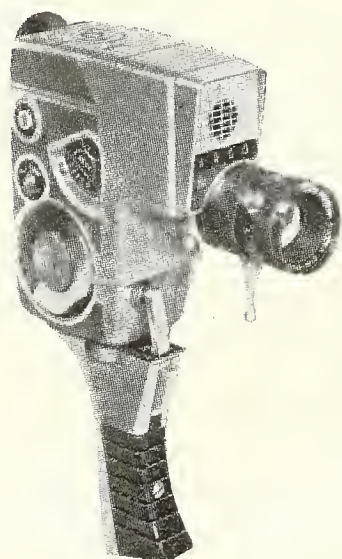
London Showroom : 22 Bruton St., W.1. Tel : MAYfair 4381/2



Easy to assemble Strong fully interlocking bars fit neatly into one another, securely holding top, bottom and centre shelf to uprights.

Shelves simple to adjust Special spring clips plug into uprights of Remploy-Lundia Shelves at $\frac{3}{4}$ inch intervals. The shelves, grooved at both ends, slide along the clips, completely concealing them. Shelf grooves do not show from front view.

THE FINEST QUALITY AND VALUE FROM JAPAN



THE 1962 ARCO-8P ZOOM REFLEX

This new 8mm. ARCO-8P ZOOM camera combines the superb qualities of the finest Japanese optics and mechanics with complete reliability and will be in continual demand from your customers—a demand which will be stimulated by our comprehensive advertising programme. Simplicity of operation makes it ideal for beginners, yet it has all the features to attract the most advanced enthusiast. You will find it easy to demonstrate and sell—we will back you with the finest after-sales service. The ARCO-8P ZOOM is supplied complete with soft leather case and wrist strap to retail at £79 2 0. A pistol grip is available as an extra at £5 1 2.

Brief Specification

- ARCO Reflex Zoom Lens, 11.5-33 mm., f/1.8, with
- Dioptric adjustment for individual eyesight
- Built-in Photo-Electric Exposure Meter
- Variable shutter coupled to Exposure Meter
- Unlimited Backwind
- Variable filming speeds from 8/48 f.p.s.
- Continuous running, single pictures and safety lock
- Ratchet Wind for long run spring motor



MINSTER TRADING CO. (London) LTD.
IMPORTERS · WHOLESALERS · DISTRIBUTORS
183A EDGWARE ROAD, LONDON, W.2

TEL:
PAD
9189

List of FINE CHEMICALS

| | | | |
|-----------------------------|---------------------------|-------------------------|-----------------------------|
| ALPHA-ACETAMINOACRYLIC ACID | DL-CYSTEINE-HYDROCHLORIDE | DL-CYSTINE | N,N-DIETHYLACETAMIDE |
| N,N-DIMETHYLACETAMIDE | IODOACETIC SODIUM | 3-METHYL-1-PENTINE-3-OL | DL-ORNITHINE-HYDROCHLORIDE |
| PICROLONIC ACID | PIMELIC ACID | DL-PROLINE | TETRAPHENYLARSONIUMCHLORIDE |
| THIMEROSAL (N.F.) | THIOACETIC ACID | THIOSALICYLIC ACID | |

BIOCHEMICALS

| | | |
|---------------------------|-----------------------------------|------------------------------------------|
| CYTOCHROME "C" | BEE VENOM DRY, STANDARDIZED, PURE | OLEANDER TOTAL GLUCOSIDES, PURE, |
| STANDARDIZED IN CAT-UNITS | BIOPTERINE | 10-HYDROXY-Δ ⁹ -DECENOIC ACID |

HEINRICH MACK NACHF Jllertissen/Germany Established in 1849

Inquiries from U.K. customers invited by the SOLE AGENTS:

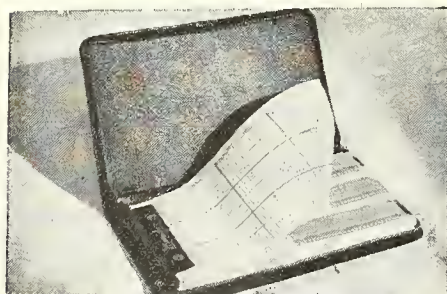
LAKE & CRUICKSHANK LTD.

MANUFACTURING CHEMISTS

Phone: Berkhamsted 1880/1/2 NORTH BRIDGE ROAD · BERKHAMSTED · HERTS

Cables: Lake Berkhamsted

SPECIALLY EQUIPPED TO HANDLE CUSTOM ORDERS OF 50-100 KILOS



35 mm. FLEXIBLE ZIP BINDER

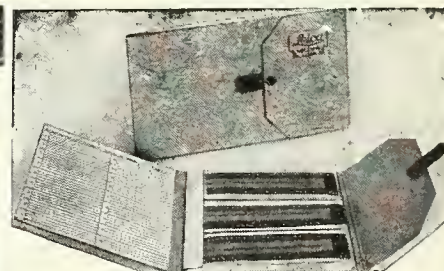
Flexible Zip Binder and 1 unit (108 exps.)
 full capacity 12 units 32/6
 Transfer Binder. Capacity 30 units 11/6

STORAGE UNITS each at 2/6, doz. 27/6.
 Model I 35 mm. (strips of 6). Model II
 2½ in. sq. Model III 2½ × 1½ in. (strips
 of 4).

Minidex NEGATIVE LIBRARIES



NEW MINIDEX 35 mm. TWIN BINDER
 (capacity 1,440 negs.), 24 envelopes
 prepared for pencil/ink to enter details
 of actual exposure, and 2 Index
 Cards 15/-
 Additional Envelopes per dozen with Index
 Cards 2/6



LEICA NEGATIVE ALBUMS

No. 72 (432 exps. in strips of 6) } each 12/6
 No. 108 (432 exps. in strips of 4) }

Minidex "120" Albums (complete with envelopes and Index).

Mod. IV 2½ × 3½" (10 spools) ... 6/9
 Mod. V 2½ × 2½" (9 spools) ... 6/-

Distributors: **JAMES BLACKWOOD & CO. LTD., 17 CREECHURCH LANE, LONDON, E.C.3.** Telephone: AVENUE 4434 (EXT. 2)

General Manager

(Managing Director designate)

- PICOT LIMITED is the perfumery company which manufactures and markets Fiesta, Le Train Bleu, Le Muguet Fleuri, Pagan and Suede. The Chairman and present Managing Director wishes to appoint a General Manager who will eventually succeed him as Managing Director.
- RESPONSIBILITY will be extended, after induction, to cover management from London of all the company's established operations both at home and overseas.
- EXPERIENCE at general management level in the perfumery business or an allied trade is essential. It should have included management of manufacturing, marketing and financial operations and control of staff.
- PREFERENCE will be for a man aged about 40 who may well be earning £3,000 p.a. or so already. Terms would provide security and good pension arrangements as well as a high salary.
- BRIEF details should be sent in confidence to us, as the company's advisers, on the understanding that nothing will be disclosed to the company without permission.

Letters should be addressed to M. J. Graham-Jones.

JOHN TYZACK & PARTNERS LTD

10 HALLAM STREET · LONDON W1

MORNY

French Fern

THREE ways to take advantage
of nation-wide advertising for

MORNY

French Fern

1 At point of sale and in your windows display the MORNY "French Fern".

**Packs
Posters
Showcards**

2 Link your stocks with this promotion and make sure they are adequate to meet the increased demands.

3 Enter for the "French Fern" window display competition. The prizes to be won amount to

650 GUINEAS

From April to July this fabulous fragrance unique to the House of MORNY will be heavily promoted to women all over the country. Already popular with millions, "French Fern" will be in even greater demand, stimulated by full-colour, full-page advertisements which will appear predominantly on the back pages of popular women's magazines.

MORNY

French Fern



Wear this unique perfume from the House of Morny and hold the interest of every man. French Fern... elusive, yet enchanting the perfume with a rich, smooth woody note... "fragrance-matched" in Soap, Talc and Bath Luxuries.

Soap
Talc
Dusting Powder
Bath Oil Velvets
Bath Essence
Bath Crystals
Bath Salts Tablets
Perfume
Skin Perfume
Luxury Moist
Perfumed Handcream

FRENCH FERN SANDALWOOD PINK LILAC LILY OF THE VALLEY BLUE CARNATION JUNE ROSES GARDENIA LAVENDER FLOWERS

Morny
BY ROBERT VIGIER

Luxury within your reach

ADVERTISEMENT WILL APPEAR IN FULL COLOUR IN THE FOLLOWING:

WOMAN'S OWN, HONEY, EVERYWOMAN, COUNTRY LIFE, FLAIR, GOOD HOUSEKEEPING, HOME, HOMES & GARDENS, HOUSEWIFE, REAL HOME, MY HOME, QUEEN, THE LADY, VOGUE, VANITY FAIR, WOMAN'S JOURNAL, WOMAN & BEAUTY, SHE, MODERN WOMAN

* 26 MILLION REASONS WHY YOU SHOULD STOCK & SELL **COMFY HAIR ROLLERS**

This Spring and Summer there's powerful advertising behind COMFY hair rollers—the popular hair rollers with exclusive GOLD thread!

* **TELEVISION**—Commercials will be appearing on Midlands T.V. up to the rate of 3 per week at peak viewing time. And there are over 2 million women viewers in this area—all potential COMFY customers!

* **NATIONAL PRESS**—Over 7 million women readers of the DAILY MIRROR will be reached by large COMFY advertisements running regularly throughout the campaign!

* **WOMEN'S MAGAZINES** — WOMAN'S OWN, MIRABELLE, MARTY, MARILYN . . . there are over 10 national magazines on the COMFY advertising schedule—a grand total of over 15 million women and teenage readers for you to sell to!

FREE! A free Self-Service Counter Stand is yours for the asking with this special COMFY Roller promotion. There are generous trade terms and discounts, too! Price reduced to beat surcharge, COMFY stay reduced to give you extra profit! See your rep. when he calls or write direct—NOW!

Comfy HAIR ROLLERS
TRADE MARK WITH THE GOLD THREAD

they're better sellers because they're better rollers . . . and NOW they're advertised, too! from 5d. each retail—with or without brushes. URGENT ENQUIRIES NOW please—to your usual wholesaler or direct to:

DEVON HAIR AIDS LIMITED • CRADOCK ROAD • LUTON • BEDS.
Tel: LUTON 53471

SPECIAL DISCOUNT OFFER CONTINUES



This Special Discount Offer will provide an opportunity for increased profits when you order supplies of MENE TOWELS, MENEX TOWELS, PADDI-pads and NIKINI PADS.

YOU MAY NOW OBTAIN A SPECIAL DISCOUNT OF
FROM 5% TO 10%

by advantageous buying. Orders may be mixed, but to qualify for the special discount they must include not less than the specified number of MENE TOWELS—as show below.

| |
|--------------------------------------------------|
| ORDER 5-9 CASES |
| including a minimum of 2 cases MENE 5% DISCOUNT |
| ORDER 10-19 CASES |
| including a minimum of 3 cases MENE 7½% DISCOUNT |
| ORDER 20 CASES AND OVER |
| including a minimum of 4 cases MENE 10% DISCOUNT |

Take advantage of this attractive offer NOW!
Stock and display these **NATIONALLY ADVERTISED** products
Display materials are freely available on request
Orders may be placed either via your wholesaler or direct

Full details available from :
ROBINSON & SONS LTD · WHEAT BRIDGE MILLS · CHESTERFIELD · Tel: Chesterfield 2105
LONDON OFFICE: KING'S BOURNE HOUSE · 229-231 HIGH HOLBORN · LONDON W.C.1 · TEL: HOL 6383

A line drawing of a tall, narrow steel shelving unit. It has a rectangular frame with six horizontal shelves. The shelves are evenly spaced. The unit is shown from a three-quarter perspective.

**THE BEST BUY
IN U.K.**

STEEL SHELVING
BRAND NEW HEAVY GAUGE
65%.

Free delivery within 14 days. N. Scotland, Ireland, I.O.M. Carriage forward.

71" high x 34" wide, 12" deep with 6 shelves as illustrated.

| Height | Width | Depth | No. of Shelves | Price | Price each 3 or more |
|--------|-------|-------|----------------|-------|----------------------|
| 71" | 34" | 9" | 6 | 63/- | 61/- |
| 71" | 34" | 12" | 6 | 65/- | 63/- |
| 71" | 34" | 15" | 6 | 85/- | 83/- |
| 85" | 34" | 12" | 6 | 73/- | 71/- |
| 85" | 42" | 12" | 6 | 91/- | 89/- |

Each shelf will hold over 3 cwt Shelves adjustable every 2" Stove enamelled dark green White enamel units 30/- extra

ROCHDALE METAL PRODUCTS
DEPT. C. & D. DEVON ST. WORKS Tel. ROCHDALE 40070/78

watch out for
whole page
advertisements in
VOGUE
HARPER'S BAZAAR
QUEEN

announcing

Opéra

from the
great
Paris house
of
Coryse
Salomé

'Épilogue'
'Création'
'Péché Permis'

also

Eau de Cologne—Opéra
Eau de Toilette—Opéra



Advertising

Whole pages in *Vogue* (June),
Harper's Bazaar (June) and
Queen (May 22nd) followed
by regular advertisements in
women's magazines and
the *National Press*.

Point-of-sale

Testers presented with attractive
point-of-sale material
especially designed for
minimum counter space.

Enquiries to: Cosmetique Vigdor (Londres) Ltd. Sole
concessionaires for the United Kingdom of Corysé
Salomé of Paris. Avon House, 356/366 Oxford St.,
London, W.1 Telephone NORTH 3114

**CORYSE
SALOMÉ**

Extrait du plan de Paris à vol d'oiseau-c-Blondel-La Rongery 1959

BE

ALDIS XT 150

Automatic magazine projector with finger-tip operation of slide-changing lever and back spacer. Magazine takes 30 2" x 2" or Super slides, 8.5 cm. f/2.5 lens, 150 w. illumination. Polystyrene carry-cover, and one magazine.

£16 19 6

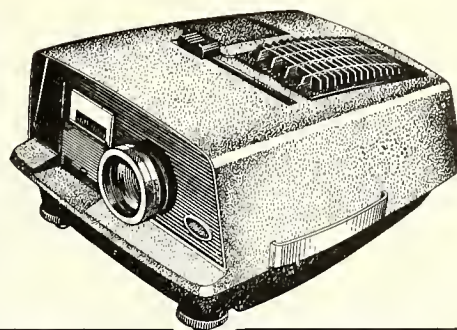
150 w. lamp (extra) £1 10 0
Spare magazines 10/- each

ALDIS XT 434

Similar to XT 150, but with 300 w. illumination and efficient new "two-way" cooling system. Magazine takes 3 sizes of transparency—35 mm., 4 x 4 and 3 x 4 cm. Complete with polystyrene carry-cover and one magazine.

£23 18 6

300 w. lamp (extra) £1 17 6
Spare magazines 10/- each



YEARS

ALDIS XT 330

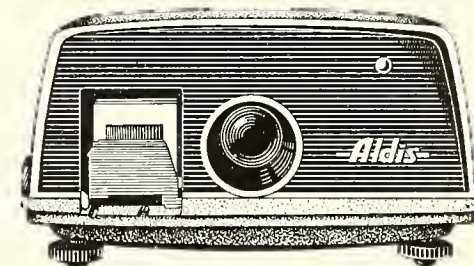
Fully automatic magazine projector, remote controls for focusing and slide changing. Magazine takes 30 2" x 2" or Super slides, 8.5 cm. f/2.5 lens, 300 w. illumination. Complete with carry-cover and one magazine.

£38 17 6

300 w. lamp (extra) £1 17 6
Spare magazines 10/- each

ALDIS XT 360

As XT 330, automatic self-timer; rheostat switch to reduce initial voltage to the lamp; socket for tape recorder.



£54 17 6

300 w. lamp (extra) £1 17 6
Spare magazines 10/- each

AHEAD

ALDIS 303

300 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£21 0 0

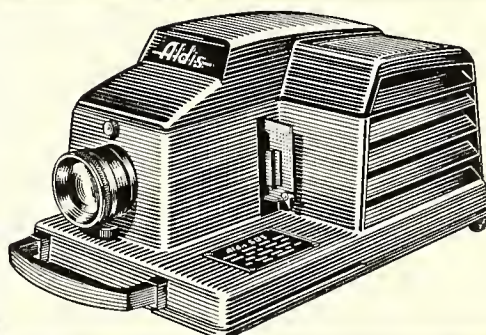
300 w. lamp (extra) £1 17 6

ALDIS 505

500 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£24 18 6

500 w. lamp (extra) £2 15 0



WITH

ALDIS 300

300 w. projector with great screen brilliance and picture detail. Complete with 8.5 cm. f/2.5 Aldis anastigmat lens and 2" x 2" slide carrier.

£17 18 6

With 10 cm. f/2.8 lens £19 18 0

300 w. lamp (extra) £1 14 3

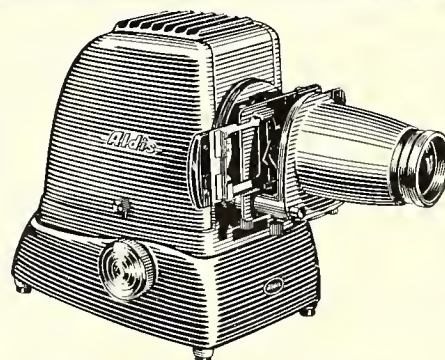
ALDIS 500

Blower-cooled 500 w. projector, complete with 8.5 cm. f/2.5 anastigmat lens and 2" x 2" slide carrier.

£22 2 6

With 10 cm. f/2.8 lens £24 2 0

500 w. lamp (extra) £2 6 0



ALDIS

ALDIS 5-STAR 1000

Blower-cooled 1,000 w. projector, complete with 10 cm. f/2.8 anastigmat lens and 2" x 2" slide carrier.

£29 18 6

With 15 cm. lens £34 2 6

750 w. lamp (extra) £2 13 0

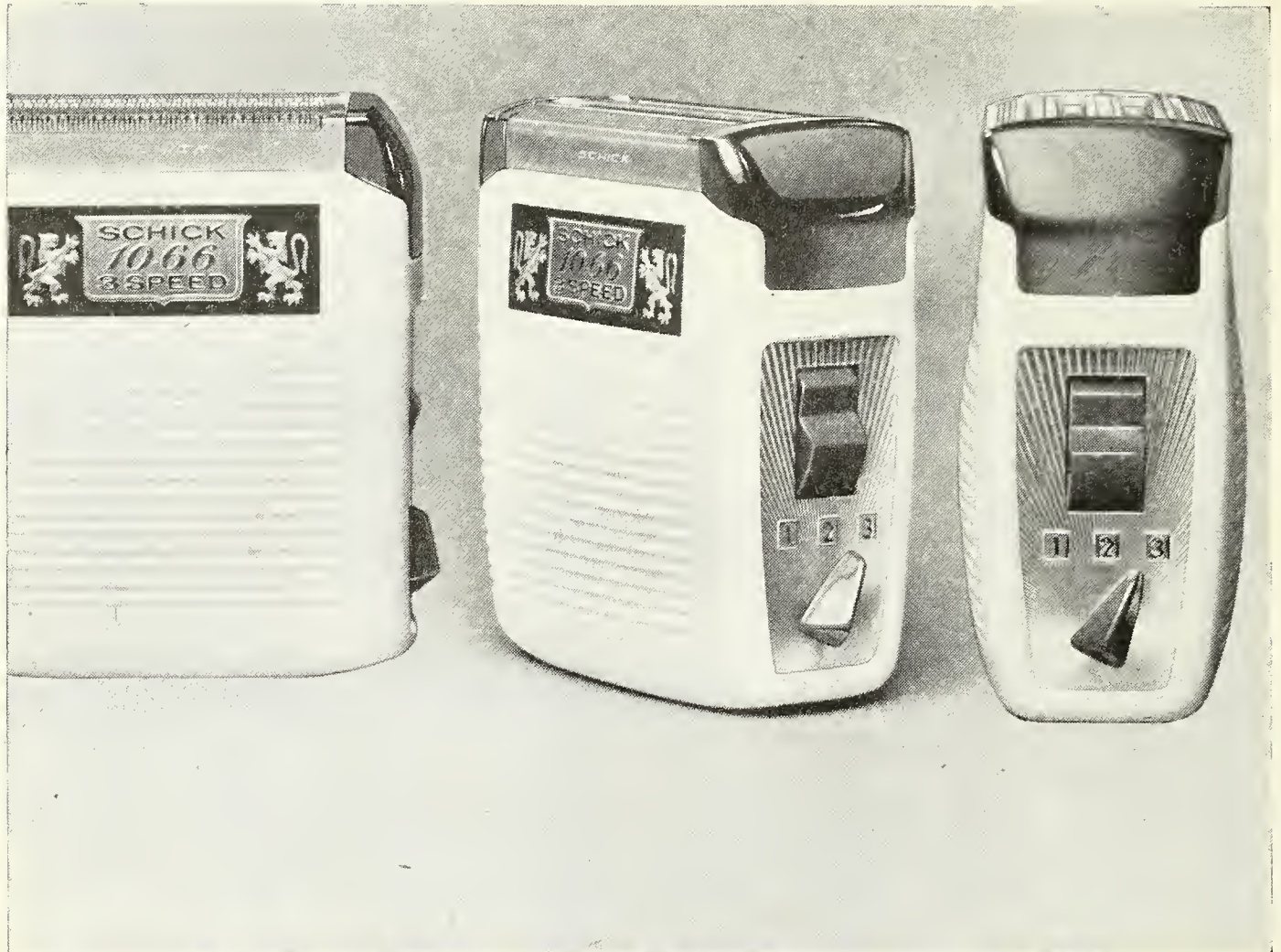
1,000 w. lamp (extra) £3 2 0

THE WORLD'S FINEST
COLOUR SLIDE PROJECTORS

Distributed by

NEVILLE BROWN

NEVILLE BROWN & CO., LTD. LONDON, W.1

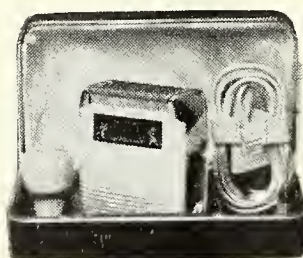


SCHICK FIRST AGAIN WITH THE SHAVER THAT OUTDATES ALL OTHERS SCHICK 10-66

NEW SCHICK 1066—LATEST AND GREATEST OF THE SCHICK LINE. IT'S GOT THE WORLD'S LARGEST SHAVING HEAD WITH 1066 SHAVING SLOTS FOR FASTER, EASIER SHAVING. THE 3 HEAD SETTINGS GIVE THE DEPTH OF SHAVE THAT'S RIGHT FOR ANY SKIN. AND 3 SHAVING SPEEDS SUIT ANY BEARD.

NEW SCHICK 1066 BACKS UP YOUR SALES POTENTIAL WITH POWERFUL PEAK TIME HALF-MINUTE TV SPOTS IN LONDON, MIOLANOS, NORTHERN, SOUTHERN AND SCOTTISH TV AREAS. MILLIONS OF SALES MESSAGES WILL BE BEAMED AT PROSPECTIVE CUSTOMERS THROUGHOUT THESE AREAS.

STOCK SCHICK 1066—GET BIGGER PROFITS FROM THE SHAVER WITH THE CERTAIN SALE!



Eau de Portugal

(FRICTION)



Now being consistently advertised in the national press, EAU DE PORTUGAL Friction has a lovely perfume of NARANJA. Made (with or without oil), by the famous PINAUD and backed by 151 years of experience.

ORDER NOW!

Retail Price: 5/2 and 8/7
Trade Terms: 30/- and 50/-
per doz. (PLUS P.T.)



from your wholesaler or direct from:-
PINAUD LIMITED, BOREHAM WOOD, HERTS.

Established 151 years

**IDENTIFY
YOUR SHOP**

**IN FOUR
COLOURS
WITH A
ROLL BOY
HAND
PRINTER**

Price Complete £3.3.0
CARRIAGE PAID



Pharmacists! Identify your wrapping paper, letterheads and stationery with your Shop title in up to four colours. The Roll Boy Hand Printer produces brilliant, non-smudge wording and designs to your own specification. Roll Boy's precision-made rubber stereo lasts indefinitely and will make thousands of good impressions on your behalf.

Write for full details and descriptive brochure to:

Telephone: 610132

ROLL BOY SALES LIMITED

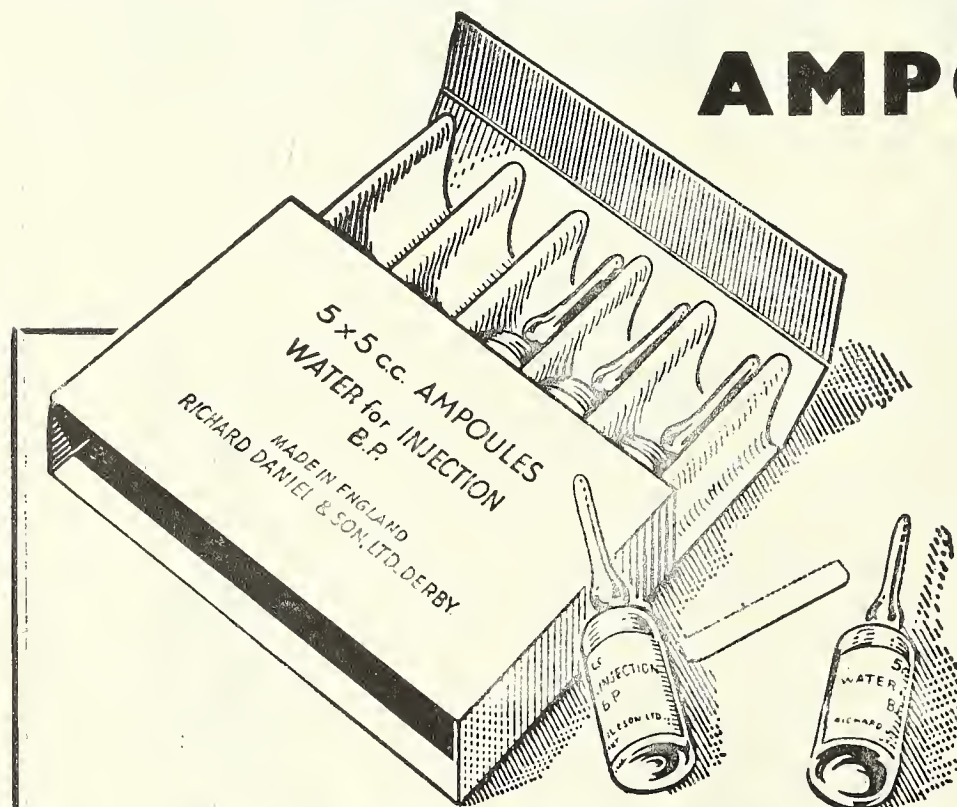
DEPARTMENT C.D., 70 PILGRIM STREET, NEWCASTLE UPON TYNE, I.

AMPOULES

of
**INJECTION
SOLUTIONS**

Price List on
application

**A FULL RANGE
IN ALL SIZES
MANUFACTURED
BY**



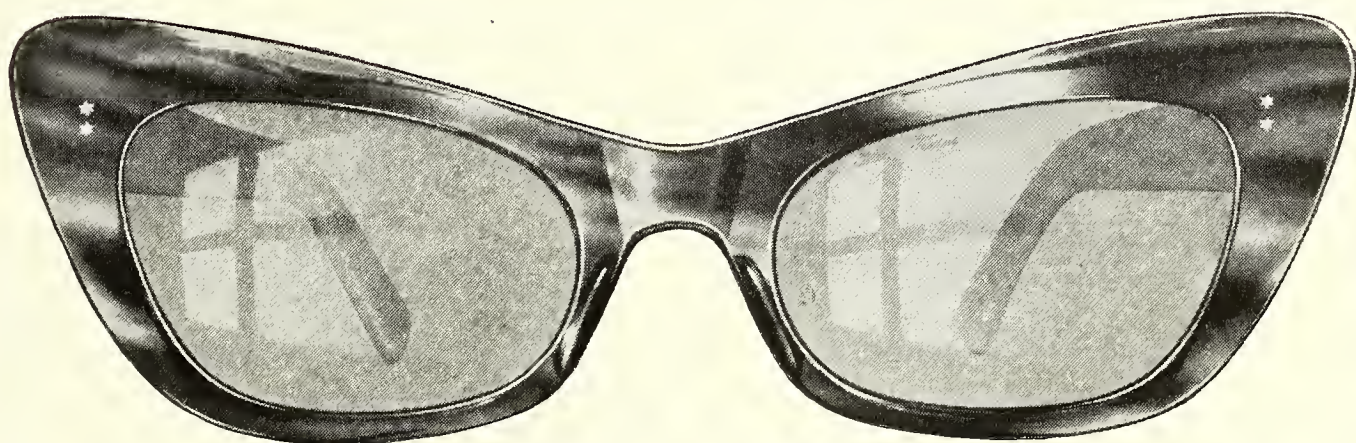
RICHARD DANIEL & SON LTD

MANSFIELD ROAD, DERBY

TEL: 40671 (10 lines)

Also at ASHTON-UNDER-LYNE. TEL: 5161 (9 Lines) and GRASSMOOR. TEL: Holmewood 481 (5 lines)

POLAROID SUNGLASSES LEAD AGAIN FOR 1962



POLAROID SUNGLASSES are specially styled to the '62 trends for sunwear. Send today for fully descriptive Broadsheet giving the complete range of models, prices and sales compelling show material obtainable. Be prepared for the demand and **ORDER** now. Polaroid Sunglasses with their unique polarising lens will be well advertised in Women's and National Magazines to make '62 sales—*best under the sun!*

POLARIZERS (UNITED KINGDOM) LIMITED

26 STAMFORD STREET · LONDON SE1 · Telephone: WATerloo 6673

POLAROID is the registered trade mark of Polaroid Corporation, Cambridge Mass., U.S.A.



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Colour or Monochrome . . . for
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service.

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and colour work is
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All processing and
printing is under our
personal control, ensuring
the finest quality work.

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business? We also offer
a free Advisory Service.

Write today for full details
and price list.

GRANT PHOTO LABORATORIES

196 Lancaster Road, London, W.11.

Telephone: PARK 1327/8

Ulay Vitamin Night Cream

This is to advise that supplies
of this recently introduced
vitamin night cream can be
obtained through your usual
wholesalers. 2 oz. jars only.
Retail price 9/-.

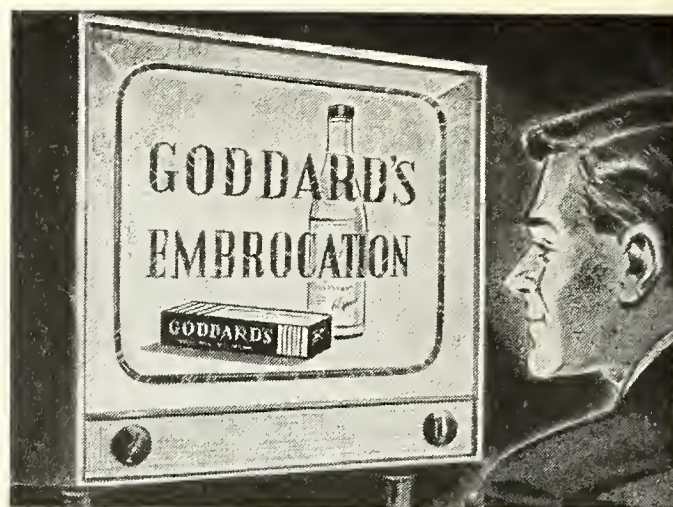
(Normal trade discount applicable)

Distributors:

BIOMETICA LIMITED

Barnet By - Pass, Boreham Wood,
Herts.

(also distributors for Oil of Ulay and Lemon
Delph Freshener)



17 MILLION CUSTOMERS

for Goddard's Embrocation. 17 million
viewers in London, in the South of
England and throughout the Midlands
know that Goddard's Embrocation
will give soothing relief from rheuma-
tism, bruises, sprains, strains, stiff-
joints, lumbago and sciatica, and
when the chilly weather starts your
customers will be asking for it.
Display material available.



GODDARD'S EMBROCATION

Order now from your Wholesaler or from: J. G. Goddard & Co. Ltd.,
100 Moncrieff Street, Peckham, London, S.E.15

"RELIANCE" NATURAL SPONGES



Natural Deep Sea Sponges

To display a natural deep sea sponge is to sell it—
because discriminating customers know that it is
softer and kinder to the skin, and more lasting
and more hygienic than any substitute—as well as
holding three times as much water.

Cresswell's offer the best of the sponge
crop. Please write for our price lists, and
when in the West End of London a visit to
make your own selection is welcomed.

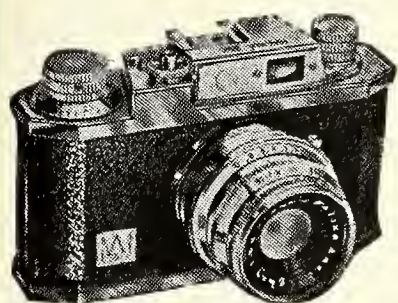
CRESSWELL BROS. SPONGES

3-9, EARLHAM STREET, CAMBRIDGE CIRCUS, LONDON, W.C.2
TELEPHONE TEMple Bar 5331

Halina

EQUIPMENT

for *QUICK* sales



Halina 35X

- ★ All metal precision 35 mm.
- ★ f/3.5/45 mm. colour corrected lens.
- ★ Synchronised shutter up to 1/200th sec.
- ★ Coupled film Transport and exposure counter.

IDEAL FOR BLACK/WHITE
COLOUR

£7-13-3 Ever Ready case £1/8/1



Halina AI

- ★ TWO CAMERAS IN ONE
- ★ All metal.
- ★ $2\frac{1}{4} \times 2\frac{1}{4}$ and 35 mm. on 120 film.
- ★ f/3.5/80 mm. colour corrected lens.
- ★ Synchronised shutter speeded up to 1/100th sec.
- ★ Coupled front lens focusing.

£10-10-0

Leather Ever Ready case £2/7/-



Halina VICEROY

- ★ TWO CAMERAS IN ONE
- ★ All metal.
- ★ $2\frac{1}{4} \times 2\frac{1}{4}$ and 35 mm. on 120 film.
- ★ Double meniscus f/8 lens
- ★ Actual size ground glass reflex viewfinder.
- ★ Synchronised for flash.

£3-19-6

Ever Ready Case 18/-

Halina

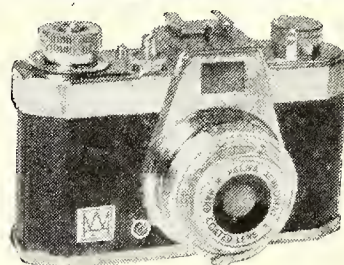
35 mm. TABLE
VIEWER

- ★ Battery Operated.
- ★ The extra large, precision ground, twin optically polished lenses are made from the world-famous Chance Pilkington Optical Glass giving perfect enlargements.
- ★ Large magnification $2\frac{1}{2}$ times.
- ★ Lenses can be taken out for cleaning purposes.



39/6

Two U11
Batteries
10d extra



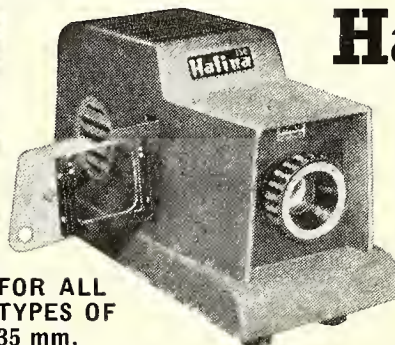
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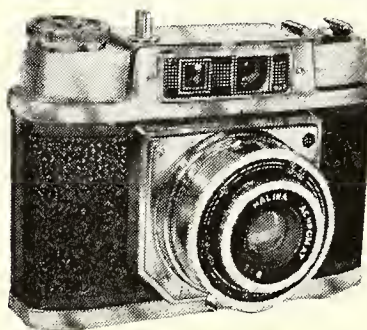
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Today we know better the respect due to a noble profession, and few of us keep our mouths so resolutely shut when we meet a dentist. We know too, a great deal more about keeping our teeth, and keeping them healthy. We know, for example, that the earlier we start our children in good dental habits—by teaching them the C D E F rule for good teeth—the more promise we give them of healthy teeth both now and in adult life.

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Do-it-yourself is all the rage nowadays, and great fun it is. But nobody wants do-it-yourself hands! Use Stain-Go and you can work like a slave and have hands like a lord—or a lady.

Stain-Go has a two-way action. Rubbed in before starting dirty work, it prevents grime from sinking deeply into the skin. Washed off with soap and water (or damp cotton wool if these are not available) it cleanses the skin more thoroughly than soap alone can hope to do.

Stain-Go protects the skin from the disastrous effect of cleaning the car, gardening, housework, changing a typewriter ribbon, using office duplicators—and a thousand other jobs which ruin the hands.

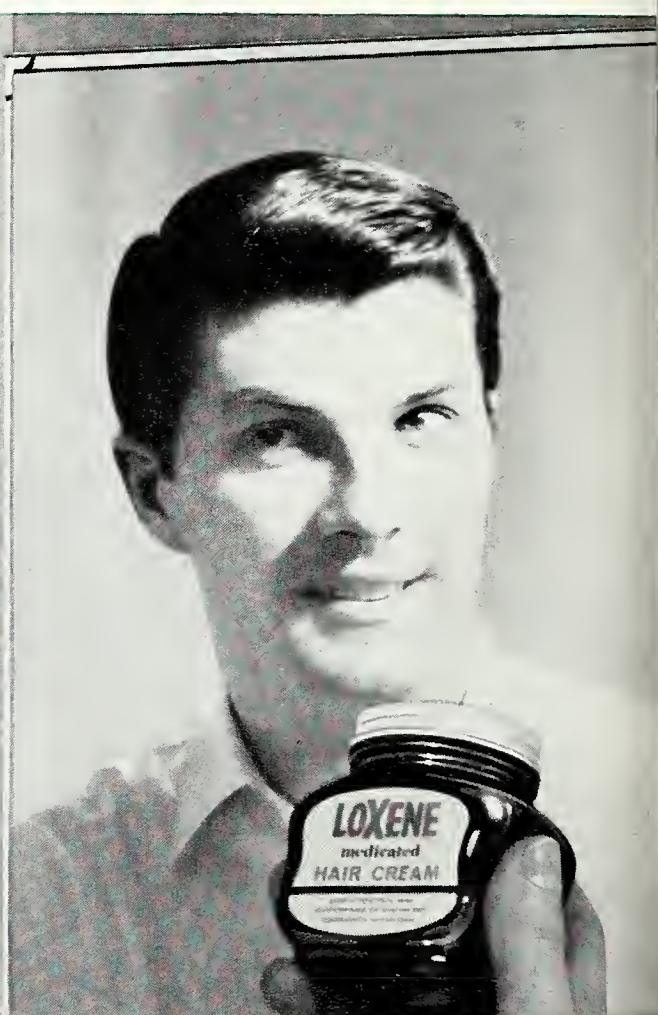
Stain-Go is gentle—won't hurt even the most tender skin. It is unperfumed, and therefore suitable for men as well as women. On holiday too Stain-Go is especially useful for taking off the stains of tar and oil so frequently found on our beaches.



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now is the time to stock up with

'NIAGARA'
Blackcurrant Drink

THE
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IN THE
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NEW PACK

Made from the finest blackcurrants and pure cane sugar, 'Niagara'—rich in Vitamin C—is the ideal health drink for both young and old. Make sure you have ample supplies, because 'Niagara' has 'year round' appeal. Display material available.



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AP 130

CASH IN ON THE HEINZ SPECIAL OFFER FOR

707 **THERMOS** BRAND FOOD JARS

- * YOU supply the Food Jars to your customers
- * YOU get paid the normal Retail Price
- * YOU make extra sales
- * YOU ring up extra profits

THIS IS HOW IT WORKS

1. Your customer sends HEINZ 25/- *plus* the label from a HEINZ product.
2. HEINZ send your customer a certified voucher.
3. Your customer gives *you* the certified voucher in exchange for a 707 THERMOS Brand FOOD JAR.
4. You send the certified voucher to THERMOS LIMITED.
5. THERMOS LIMITED send you a cheque for 32/3d.— the current retail price. (And that means 32/3d. for each of the many vouchers you'll be sending in).

Campaign starts mid May for a limited period. **ORDER FROM YOUR WHOLESALE NOW TO MEET THE ADDITIONAL DEMAND** for the Thermos Brand vacuum food jar number 707, retail price 32/3d.

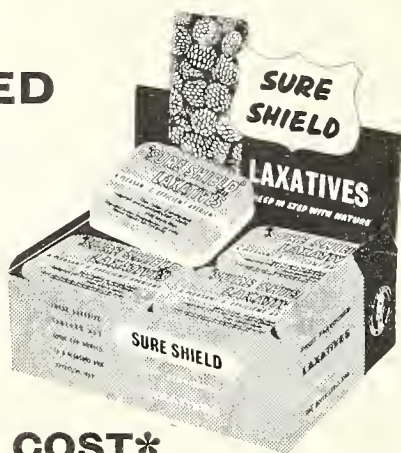


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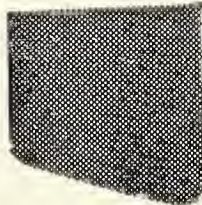


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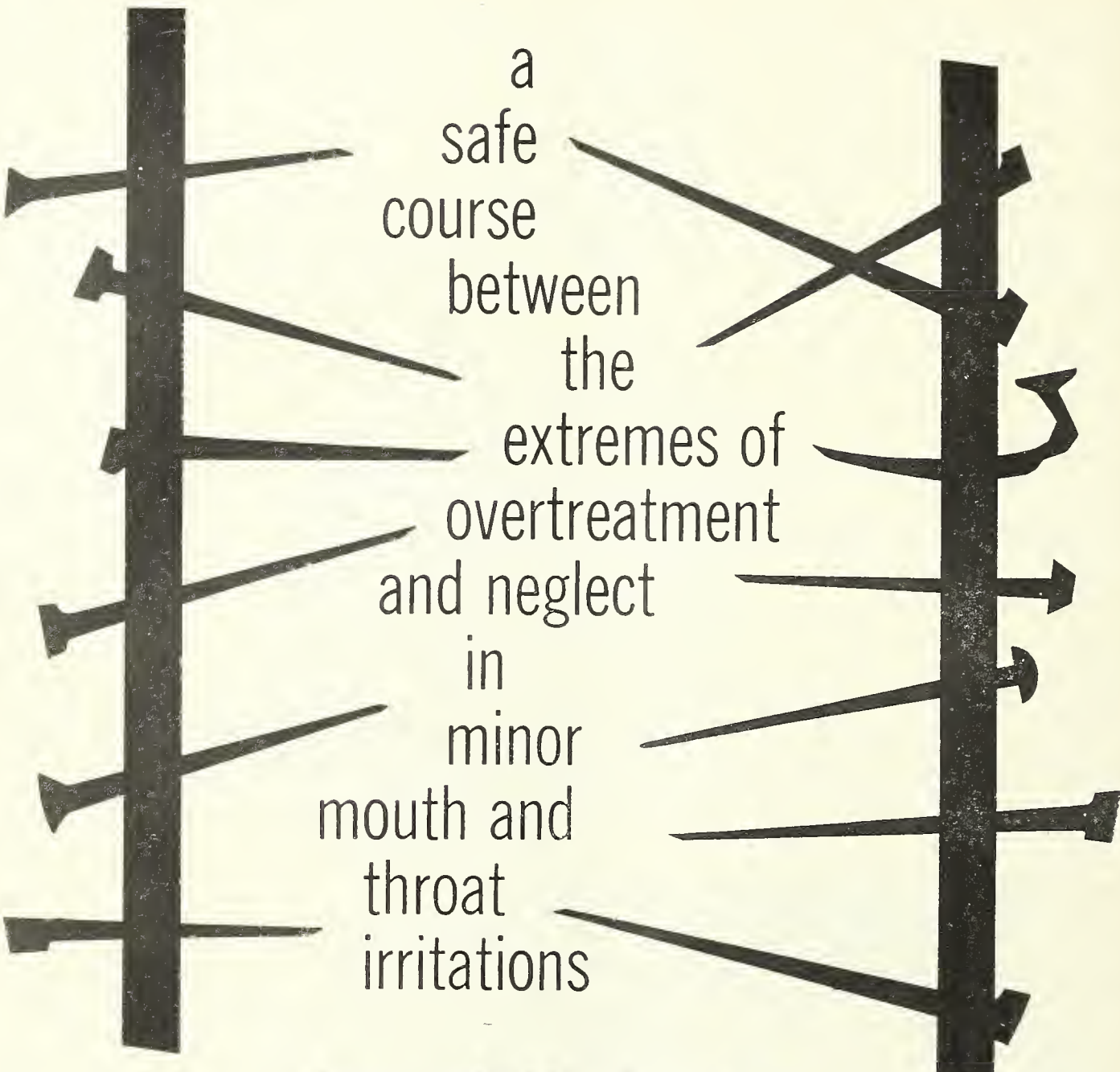
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DRUGS, COSMETICS lock-up shop. Lease, key position. East Herts. Takings £9,000 increasing. Price £2,000, plus stock at valuation. Accountants' figures. Box C 4522.

SMALL MANUFACTURING BUSINESS (medical/veterinary products) for sale owing to retirement of principal. Full details from Box C 7360.

COMMODIOUS SHOP in large new housing area, Falkirk. Ideally suited for chemist. Unopposed position. Population served app. 5,000. Box C 4529.

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BARNET, HERTS**
(490 beds)

Pharmacist

required in this modern and well-equipped pharmacy (Category V Hospital). Whitley Council scale with London Weighting. Applications to Hospital Secretary with names of two referees. C 7354

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Senior Pharmacist

for Bethnal Green Hospital. Modern department. Salary scale £770—£1,010 p.a. plus higher qualification allowance and London Weighting. Please apply to the Group Secretary, 213 Kingsland Road, London, E.2. C 553

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

for holiday relief duty in the hospitals of the group.

23rd July—18th August

10th September—22nd September

Salary 18 guineas a week. Apply to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 589

**CLARE HALL HOSPITAL,
SOUTH MEMMS,
BARNET, HERTS**

(334 beds for Diseases of the Chest)

Pharmacist

required. Whitley Council salary plus London Weighting. The hospital is in country surroundings. Direct coach service reaches Marble Arch in just under an hour. Local bus service to hospital gates. Temporary accommodation available in Hospital if necessary. Applications with names of two referees to Medical Director. C 594

**EVELINA CHILDREN'S
HOSPITAL OF
GUY'S HOSPITAL,
SOUTHWARK BRIDGE ROAD,
LONDON, S.E.1**

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required. Interesting and varied duties in pleasant department. Canteen facilities. Salary according to age, £260 at 18 rising to £445 at 22 and annually thereafter, according to experience, to maximum £605. £50 extra if suitably qualified. Apply immediately, stating age and experience, to the Hospital Secretary. C 7363

**GLENSIDE HOSPITAL,
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Locum Pharmacist

required any three weeks during period 4th June to 14th July. Salary £22 1s. 6d. per week (category 11). Board residence if required. Apply Secretary giving personal details and names of two referees. C 7356

**LAMBETH HOSPITAL,
BROOK DRIVE, S.E.11**
(acute general—508 beds)

Assistant-in-Dispensing

required. Whitley Council rates. Applications, stating age, experience and names of two referees to the Secretary. C 7352

**LAMBETH HOSPITAL,
BROOK DRIVE, S.E.11**
(acute general—508 beds)

Senior Pharmacist or Pharmacists

required. Department includes modern laboratory for manufacture of sterile products. Rotation of duties. Applications, naming two referees to the Hospital Secretary. C 7353

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1**
(Category II Hospital)

Pharmacist

required at the above hospital from July 9, 1962. Modern new department offering good general experience. Every third Saturday morning off. Salary scale and conditions of service in accordance with Whitley Council agreement. Applications in writing stating age, qualifications and previous experience, together with the names of two referees, to the Chief Pharmacist. C 7327

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1**

Locum Pharmacist

required for eight weeks from July 9, 1962. Salary 18 guineas per week. Modern new department. Applications to the Chief Pharmacist. (Tel.: STE. 4251.) C 7325

MOORFIELDS EYE HOSPITAL

Locum Assistant-in-Dispensing

required immediately. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7372

MOORFIELDS EYE HOSPITAL

Assistant-in-Dispensing

required for duty at High Holborn Branch, London, W.C.1. Opportunity given for training for Apothecaries' Hall Certificate. Salary in accordance with Whitley Council scale. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7370

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MANAGEMENT COMMITTEE,
VICTORIA CENTRAL HOSPITAL
SURGICAL UNIT,
LISCARD ROAD, WALLASEY**

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Applications are invited for the appointment of Pharmacist or Assistant-in-Dispensing holding the certificate of the Apothecaries' Hall. Salary: Pharmacist £690 to £920 with higher point of entry into the basic grade according to professional experience.

Salary: Assistant-in-Dispensing £250 at 18 years of age rising by annual increments to a maximum of £575 p.a. plus £50 if in possession of recognised qualifications. Applications giving details of age, experience, etc., to the Administrative Officer. C 7333

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VICTORIA CENTRAL HOSPITAL
SURGICAL UNIT,
LISCARD ROAD, WALLASEY**

Locum Pharmacist

for two weeks commencing 18th June and ONE week commencing 10th September. Applications to Administrative Officer, C 7334

**ROYAL GWENT HOSPITAL,
NEWPORT**

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required (Apothecaries' Hall). Salary £300 at 18, £335 at 19, £370 at 20, £410 at 21, £475 age 22 or over, rising to £625. The Department has a complement of three Pharmacists and four Dispensers, and the post provides useful experience. Write quoting two referees to T. A. Jones, Group Secretary, 64 Cardiff Road, Newport, Mon. C 7336

**SHREWSBURY HOSPITAL
GROUP,
ROYAL SALOP INFIRMARY**

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(with Apothecaries' Hall Certificate) required at the above hospital. Sessional duties at other hospitals in the Group. Applications to Group Secretary, Copthorne Hospital, Shrewsbury. C 7366

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(403 beds),**

ST. ALBANS, HERTS

Assistant-in-Dispensing

preferably with hospital experience, required. Part-time appointment considered. Whitley Council salary and conditions. Applications stating age, experience and naming one referee to the Hospital Secretary. C 595

Appointments—Continued**THREE COUNTIES HOSPITAL,
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Applications are invited for Assistant-in-Dispensing. Salary and conditions as Whitley Council scale, £425 at age 22 or over, rising to £575 per annum. Accommodation available for single man or woman applicant. Applications, stating age and experience, together with the names and addresses of two referees, should be sent to The Medical Superintendent, C 576

**THE LONDON HOSPITAL,
WHITECHAPEL, E.1****Locum Pharmacist**

required from mid-June. Salary £18 18s. per week. Applications to House Governor. C 590

SITUATIONS VACANT**RETAIL (HOME)**

BEXLEY, Kent. Pharmacist required to help Proprietor, later to take charge. Self-contained flat available. Apply, in writing, Evans, 24 Steynton Avenue, Bexley. C 4535

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C 7365

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with staff of approximately 150 in the Paddington area. The position should preferably be held by a Pharmacist who is used to controlling staff and who has had packaging experience. The Company operates Superannuation Fund with Life Assurance and Profit Sharing schemes. Salary commensurate with experience. Write for full details to

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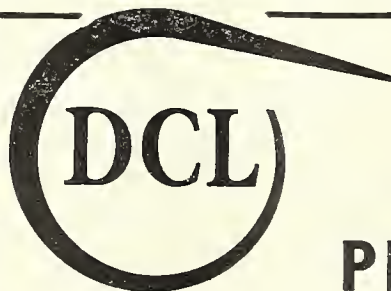
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The Company manufactures a wide range of pharmaceuticals including antibiotics and vitamins and an expanding range of research and development work is being carried out on new and existing products.

The Senior Pharmacist will investigate new products and methods and will co-operate with other departments in the commissioning of new formulations. He will advise Management on the latest scientific trends and will assist in forming future policies.

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Write: **STAFF MANAGER,**

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Quote reference : 238 C.D.

C 7341

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having national connection with qualified veterinary profession for their comprehensive requirements including a range of own manufacture, require a representative for Midland area. Some pharmaceutical knowledge preferable, selling experience and enthusiasm essential. Opportunity for early advancement to combine with general sales management and sales extension to suitable applicant. Residents in West Midland area desirable. Apply:

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C 7368

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C 4407

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required in retail shops throughout Northern Rhodesia.

- Three Pharmacists. Minimum salary £120 per month, probably to be raised by £10 to £15 shortly.
- Three assistants with certificates of the Society of Apothecaries; or pharmacists whose qualifications are not recognised in the Federation of Rhodesia and Nyasaland; or those able to dispense under supervision. Men with experience of photographic goods, capable of keeping stock on a wide range of goods held in the pharmacy, and who can dispense are particularly wanted. Salary dependent upon qualifications and experience; minimum £75 per month.

Conditions of service in all the posts (a) and (b) include free housing, 40 days' annual leave, medical aid, pension scheme and bonus on profits. If desired a three-year contract can be arranged with annual increments in salary and a grant of £200 on completion.

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C 7362

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PHARMACIST, 46, widely experienced, ex-proprietor, seeks responsible managerial post with progressive firm able to employ and pay for diligence and initiative. Only serious offers considered. Available September. Northwest London and district. Box C 4534.

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PICKLES FOOT OINTMENT for hard skin and corns, 1s. and 2s. 6d. per tin. Pickles "S.C.R." for removing Cradlecap, 2s. 6d. per jar. Effective and sound selling preparations. Attractively packed. Please write, J. Pickles & Sons, 57 Cold Bath Road, Harrogate, Yorks. C 4388

PATENTS

THE PROPRIETORS of British Patent No. 807242 for "PREPARATION OF STABLE, INJECTABLE SOLUTIONS OF THIAMIN ORTHOPHOSPHORIC ESTER CHLORIDE" desire to enter into negotiations with a firm or firm for the sale of the Patent or for the grant of Licences thereunder. Further particulars may be obtained from MARKS & CLERK, 57-58, Lincoln's Inn Fields, London, W.C.2. C 4532

BUSINESS OPPORTUNITIES

A BARGAIN. As B.B.C. television "Tonight" programme (January 4), Alan Whicker's interview with our director, Mr. T. A. Herbert, LL.B., on our unique services. New ready-made limited companies for sale to suit 1,001 businesses. Guaranteed no trading, £25 including statutory books, memorandum and articles and company seal. Also rapid company registration service. See "Advantages of Trading as a Limited Company," 3/- post free. Business Economy Group of Companies (Dept. x/10), 156 Strand, London, W.C.2 (Tel.: TEM. 8377/2294; 19 Walker Street, Edinburgh, 3 (Tel.: CAL. 1167/8/9). Only firm with both English and Scottish ready-made companies. C 583

AN INDEPENDENT SOUTH AFRICAN firm of wholesale distributors is prepared to accept agencies in the Republic for pharmaceutical and allied products and chemists' sundries. A director of the company will be visiting England and the Continent shortly and would be happy to discuss propositions with principals of interested firms. Manufacturing facilities in the Republic are available. Write in first instance to Hawes & Co. (London), Ltd., Imperial House, Dominion Street, London, E.C.2. C 4511

DISTRIBUTORS who would be interested in handling specialised hair preparation are invited to communicate with the manufacturers in confidence. T.V. advertising in selected areas has already started. This is being supplemented by national advertising in women's magazines. Test advertising has proved this a good repeat seller. Box C 4525.

TENDERS

SOUTH-EAST METROPOLITAN
REGIONAL HOSPITAL BOARD,
AREA "G"

Tenders are invited by the under-mentioned Hospital Management Committees for the supply of drugs, chemicals, and pharmaceutical preparations, medical and surgical sundries and surgical dressings for the year commencing July 1, 1962: Bexley, Darenth and Stone, Dartford, Orpington and Sevenoaks, Sidcup. A Form of Tender may be obtained from the Supplies Officer, Dartford Hospital Management Committee, The Bow Arrow Hospital, Dartford, and must be returned as directed on the Forms not later than 10 a.m. on Saturday, May 19, 1962.

E. J. M. DURRANT,
Group Secretary,

Dartford Hospital Management
Committee.

The Bow Arrow Hospital,
Dartford.

April 24, 1962.

C 7371

Tenders—Continued**ROYAL ALBERT HOSPITAL
MANAGEMENT COMMITTEE,
MANCHESTER REGIONAL
HOSPITALS' JOINT CONTRACTING**

Tenders are invited for the supply of Sundry Medical and Surgical Items for a period of twelve months commencing July 1, 1962, to Hospital Management Committees in the Region. Forms of Tender may be obtained from the Supplies Officer, Royal Albert Hospital, Lancaster, and MUST be returned by NOT LATER THAN 10 a.m. on May 11, 1962. The Royal Albert Hospital Management Committee, acting on behalf of the other Management Committees concerned, does not bind itself to accept the lowest or any Tender.

J. W. AYLWARD,
Secretary.

C 7369

SALE BY AUCTION

B. NORMAN & SON, 2-5 Little Britain (close to G.P.O.), London, E.C.1, will sell by Auction, Wednesday, May 2nd, at 1.30 p.m., practically new light oak Shop Equipment including Drug Run, Nests of Drawers, Wall Showcases, Stock Shelving, Glass Counters, Cash Registers, Mirrors, Display Stands, Office Furniture, Filing Cabinets, Desks, Typewriters, Safe, etc. View day prior and morning of sale. Catalogues available. MON. 8501/2. C 7364



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REQUIRED immediately for cash—highest prices given—surplus photographic stock, cameras, out-dated films, paper, etc. No amount too large or small. Cash by return, postage refunded. Reginald Loftus, Portsmouth Junction, Southampton. Telephone 54757. C 521

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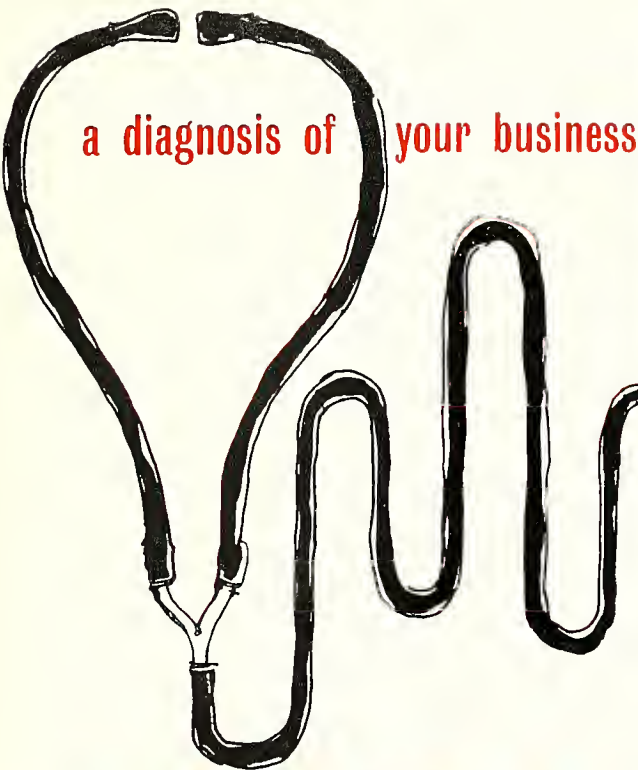
GARDNER 1½-cwt. powder sifting and mixing machine, with motor drive. Apply: C. Skerman & Sons Ltd., 10 Parson's Green, London, S.W.6. RENown 6402. C 7281

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THE Information Department at 28 Essex Street, London, W.C.2, undertakes to give to subscribers the sources of supply of products within the pharmaceutical industry and to provide information on technical problems.

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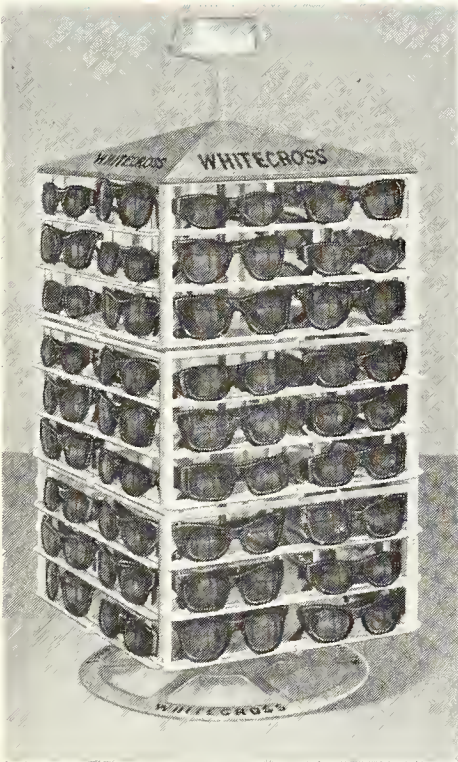
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